COMMERCE AMERICA

U.S. Department of Commerce / December 19, 1977

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# World Business Holiday Calendar 1978

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| | | | | ★ | 2 | 3 |
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| 18 | 19 | ★ | 21 | ★ | 23 | 24 |
| 25 | ★ | 27 | ★ | 29 | 30 | |

# The Value Of The 1977 Economic Censuses

*(This column was prepared by Manuel D. Plotkin, Director of Commerce's Bureau of the Census.)*

Report forms calling for detailed information about economic activity in the United States during 1977 will be mailed during the last few days of this month with the request that they be completed and returned to Commerce's Census Bureau early in 1978.

In this way, the 1977 Economic Censuses will get under way.

The Economic Censuses are taken every five years to provide basic measures of the nation's economy. Because these censuses are the only source of information data users can tap to develop a meaningful picture of the economy in the highly detailed form necessary for such understanding, their importance cannot be overstated.

Those who are asked to report are the greatest gainers when they cooperate. It is they who are the major users of the decisionmaking data obtained in the censuses. The success of the 1977 Economic Censuses will depend to a large degree upon the accuracy and completeness of the data supplied by those asked to report. Thus, the logic of cooperating to provide oneself with basic tools is clear.

The 1977 Economic Censuses cover retail and wholesale trade, manufacturing, services, mineral industries, construction, and transportation. They provide not only measures of the nation's economic strengths and weaknesses, but also detailed profiles of regional and local economies in the United States, including states, countries, metropolitan areas and larger cities.

This wealth of local data makes the censuses unique as a source of information. The tabulations will be available in published reports, on microfiche, and on computer tapes starting late in 1978.

It doesn't matter whether you're operating a corner drug store or manufacturing heavy-duty equipment, business life is a continuous round of decisionmaking. The local druggist seeks information about his immediate area; the equipment manufacturer is more likely to be concerned about a wider area.

It doesn't necessarily take the know-how of an industrial giant to make good use of these data. Resourceful local firms—that corner druggist and along with him florists, grocers, small builders—can use this information to improve inventory control and distribution, measure market penetration, determine the location of new facilities, determine whether the right product is being sold in the right place, and make accurate forecasts.

To gather the information that makes up the 1977 Economic Censuses, about 2.5 million of the nation's largest firms and some of the three million smaller ones will receive the report forms. Forms should be returned by February 15, 1978, although an extended deadline is possible in hardship cases. An important point is that the Bureau will accept reasonable estimates if a firm's book records are not available.

The Bureau has been taking the nation's economic pulse since 1810, expanding its format to respond to changing needs. The 1977 Economic Censuses will have some new reporting categories specifically designed to improve Gross National Product (GNP) estimates.

For example, the Census of Selected Service Industries is being expanded to provide—for the first time—data on hospitals, doctors and nursing care; on membership organizations such as professional associations and fraternal orders; on private educational services ranging from elementary schools to colleges and universities; on such social services as adoption homes, day care centers, job counseling, and on services by accountants, auditing firms and the like.

The most important point that can be made is that the quality of data—and its usefulness—is directly related to the degree of cooperation obtained from those whom the data will serve.

Manuel D. Plotkin

# COMMERCE AMERICA

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**COVER:** *Commerce America* again presents its lists of holidays that will close business doors to the traveling U.S. commercial representative. The 1978 version, assembled from reports by American embassies on all continents, covers 145 nations. See listing beginning on page 26.

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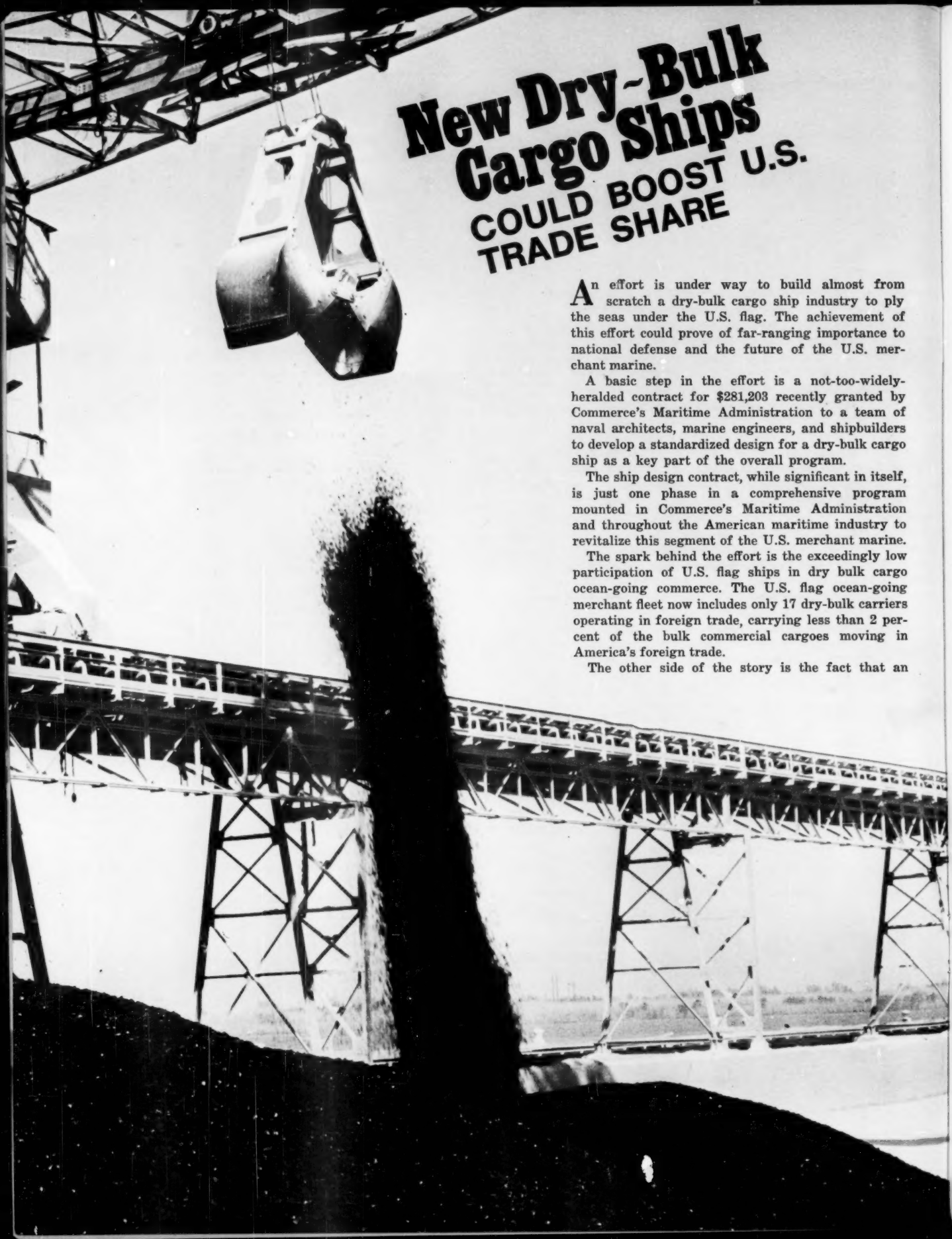


# New Dry-Bulk Cargo Ships COULD BOOST U.S. TRADE SHARE

An effort is under way to build almost from scratch a dry-bulk cargo ship industry to ply the seas under the U.S. flag. The achievement of this effort could prove of far-ranging importance to national defense and the future of the U.S. merchant marine.

A basic step in the effort is a not-too-widely-heralded contract for $281,203 recently granted by Commerce's Maritime Administration to a team of naval architects, marine engineers, and shipbuilders to develop a standardized design for a dry-bulk cargo ship as a key part of the overall program.

The ship design contract, while significant in itself, is just one phase in a comprehensive program mounted in Commerce's Maritime Administration and throughout the American maritime industry to revitalize this segment of the U.S. merchant marine.

The spark behind the effort is the exceedingly low participation of U.S. flag ships in dry bulk cargo ocean-going commerce. The U.S. flag ocean-going merchant fleet now includes only 17 dry-bulk carriers operating in foreign trade, carrying less than 2 percent of the bulk commercial cargoes moving in America's foreign trade.

The other side of the story is the fact that an

enormous commerce in dry bulk cargo has grown up since World War II. Major commodities carried in dry bulk cargo ships are coal, iron ore, bauxite, phosphates, and grain.

When the 1936 Merchant Marine Act made it national policy to develop a merchant marine to carry a "substantial portion" of U.S. waterborne commerce, U.S. ships were largely confined to those in the liner service cruising from point to point and filing scheduled tariffs. Peacetime commerce in the liner vessels has grown at a modest rate since that time, and U.S. vessels carry about 30 percent of the country's foreign commerce transported in liner vessels.

Where the dramatic growth has occurred is in ships that do not follow scheduled trade routes. These are tramps or charter vessels where the owner of the merchandise will charter the ship, perhaps for a number of years, sometimes even install his own crew. The result is the most rational transportation cost under which a product can compete in the world market.

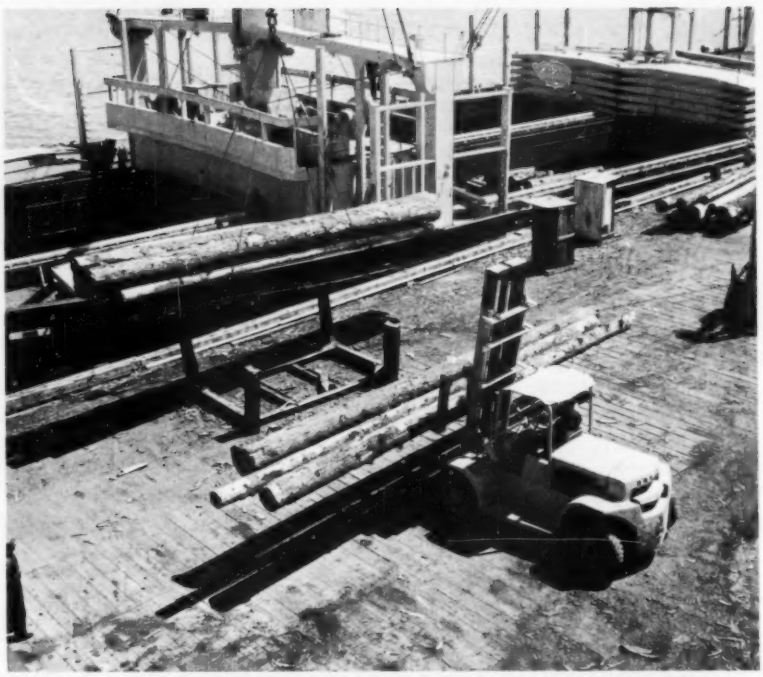
At present, a number of large firms use these ships, flying foreign flags, to import the numerous and increasing number of raw materials on which American industry depends. For example, while U.S. vessel owners benefiting from government subsidies must use steel made in America, U.S. steel companies import the ore used in producing American steel in foreign-flag ships.

The great increase in dry bulk cargo commerce in the last generation was due to the growing interdependence of nations upon the resources of each other. Also world populations have increased.

Maritime Administration officials would like, if possible, to give the United States a chance to transport 30 percent of its dry bulk cargo in U.S. flag ships, just as in the liner vessels. This is the moving force behind the plan to develop a standardized dry-bulk cargo ship for U.S. operations.

In announcing the contract award Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, said: "We recognize that the conditions for building and operating U.S. flag dry-bulk carriers currently are far from ideal for several reasons. Among these are the depressed worldwide market for new ships, foreign government support of their national shipbuilding industries, and the danger of a global overcapacity in dry-bulk shipping.

"However, it is imperative that this country improve its position in dry-bulk shipping, for both economic and security reasons, and we believe this action is both a reasonable and affirmative approach to a national problem with significant international implications.



DRY BULK CARGO SHIP—Timbers are loaded aboard a dry bulk cargo vessel at the port of Bellingham, Washington.

"For one thing, we do not propose a new ship design. A wide range of standardized bulk carrier designs already is available from shipbuilders around the world. The development of another standardized design, for purposes of immediate construction, is not called for. Instead, the near-term aim of this study is a systematic analysis of U.S. vessel requirements so that we can select the existing standardized design or designs best meeting the needs of all concerned. We are seeking to satisfy both our national needs, in peacetime and in emergencies, for dry-bulk vessels and requirements of private interests for ships of this type.

"Additionally, this project is aimed at identifying the longer-range requirements for a U.S.-flag dry-bulk fleet and at recommending a program of needed technological research to insure that this fleet will be fully competitive in the world marketplace in the long term."

Optional designs are to be selected, from which the components for the most efficient and economical dry bulk cargo ship or ships can be built in U.S. shipyards. The idea is to have a ship or ships that can serve the greatest number of purposes in the most efficient way.

Aside from being able to carry a number of cargoes in bulk, the ship would be of convenient size

for the purpose or purposes intended, and might be equipped with gear to load and unload cargo. Government subsidies would be needed in order to build the ship at a price competitive with the cost of the foreign ships it would compete with.

To further hold down costs, standardized parts would be developed. The MarAd contractor is forming a steering committee of 20 to 25 top executives representing shipping, cargo, and investment interests to tackle the problem of building a dry bulk cargo industry. The committee plans its first meeting in mid-January.

The group is expected to furnish guidance in selecting the needed ship design. Problems to consider will include size of the ship, its speed, the cargoes to be carried, and the operating range. Also to be examined will be opportunities for cargoes, and the competitive environment in which the ships would have to operate.

**The MarAd contractor is forming a steering committee of 20 to 25 top executives representing shipping, cargo and investment interests to tackle the problem of building a dry bulk cargo industry.**

Maritime Administration officials hope that within a year they will have the whole thing shaken down to a point where they can get going with the program. But one of the major problems, it is pointed out, is to develop a package of new legislative measures which, once enacted by Congress and put into effect, would enable the American dry bulk cargo industry to have a chance against the much less restricted foreign flag ships.

The 1970 Merchant Marine Act attempted to address the problem by providing:

(1) an operating subsidy that could assure the operator of a U.S. flag bulk cargo ship that he would be on a parity in operating cost with foreign-flag ships.

(2) A construction subsidy which would assure that the construction cost would be no higher than that overseas.

(3) Ship-construction financing guaranteed by the U.S. Government to qualified buyers.

Despite these incentives, the United States is still out of the picture as far as participation in the transport of its own commerce in dry bulk cargo ships is concerned.

Why? This question was considered from many angles at the National Assessment and Planning Conference on U.S.-Flag Bulk Shipping at Hyannis, Mass., last July. The conference identified the following four problem areas:

—*Economics:* Because U.S. wages are among the highest in the world, federal maritime aids are necessary to allow U.S.-flag vessels to compete in world trade. Current aids and their administration generally do not provide the capability for owners and operators of U.S.-flag bulk vessels to compete with foreign flag vessels.

—*Operations:* U.S.-flag bulk vessels operating in international trade require the same operating flexibility as their foreign competition. The effect of many of the operating restrictions is to reduce the earning capacity of U.S.-flag bulk vessels. Greater consideration needs to be given to the effect of the limitations placed on vessels using such programs.

—*Policy and international issues:* Bulk shipping is affected by many international factors. The highly competitive international nature of this environment must be reflected in U.S. maritime programs and in the attitudes of the various offices of the Executive Branch and Congress.

—*Marketing:* Because U.S.-flag operators and the Maritime Administration have not been involved actively in dry bulk shipping, the resident expertise in this area is in U.S. companies operating foreign-flag bulk fleets. These companies are generally unfamiliar with U.S. maritime aids and traditionally are not motivated in that direction.

The conference made several recommendations to deal with these problems. A few of the more significant were:

- Since U.S. flag ships must operate exclusively in U.S. trade in order to obtain federal subsidies, the Maritime Administration should study the effect of trading restrictions on any revenue loss by U.S.-flag vessels compared to foreign flag vessels in various trading patterns. The Administration should make the necessary changes to permit unrestricted foreign-to-foreign trading. These changes should include provision for full subsidy payment for foreign-to-foreign trading.

- A company receiving a U.S. operating differential subsidy is prohibited from having a foreign-flag vessel in its fleet. Restrictions in the 1936 Merchant Marine Act should be modified to permit operation of foreign-flag vessels by U.S. subsidized operators.

- Companies that dispose of foreign-flag vessels should be allowed to put the resulting r.oney, as well as earnings from foreign-flag operations, into a capital building fund for the construction of U.S. flag vessels in U.S. shipyards rather than have to pay federal taxes on the funds as is now required if the money is brought back into the United States.

- A ship built with the construction differential subsidy can now be sold only to U.S. citizens. Regulations should be changed to allow a vessel built with this subsidy to be sold before it is 20 years old to any U.S. or foreign citizen.

To show how the dry bulk cargo commerce of the United States is expected to expand in coming years, James A. Lisnyk, Maritime Administration official at work on the standardized ship design, points out that in 1975 total U.S. dry-bulk imports and exports amounted to 223 million tons. This consisted mostly of iron ore, coal, grain, bauxite, and phosphates. This trade is expected to grow to 414 million tons by 1985, and 825 million tons by the year 2000—nearly four times the 1975 figure.

Bernard M. Collins, bulk program manager in MarAd's Office of Market Development, calculates that within the next 22 years a minimum of 800 dry bulk cargo vessels will be constructed to carry U.S. commerce. The ships, he says, will average about 62,000 deadweight tons (d.w.t.), although they will generally range from 35,000 to 70,000 d.w.t.

If the United States should build 30 percent of the ships needed to obtain a like amount of this expanded trade, it will need 270 of them, or 13 a year.

"In case of another war," Collins emphasizes, "we will need ships now." Construction of a merchant ship requires about two years.

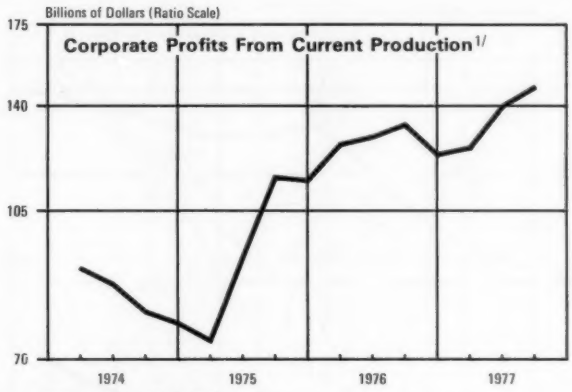
Thus, so far as the vast and expanding dry bulk cargo shipping is concerned, the U.S. Merchant Marine is not now in the game at all. However, the U.S. has a large body of expertise involved in carrying dry bulk cargo in foreign flag vessels. It is this body of expertise that offers the opportunity for direction and action.

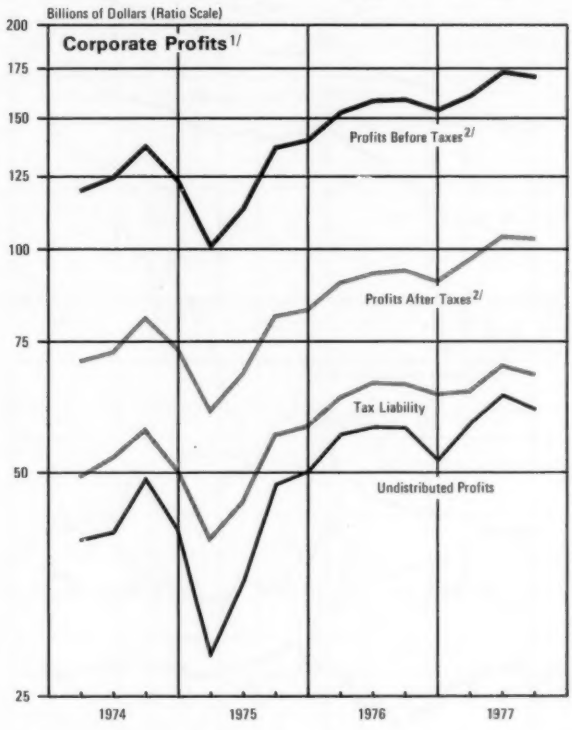
## Corporate Profits

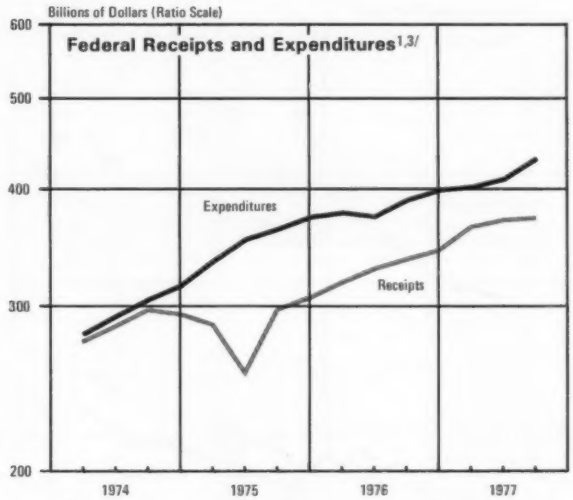
Corporate profits have recovered strongly during three years of economic recovery. The behavior of profits from current production, however, is different from that of book profits, mainly because of the varying impact of inflation on inventories and depreciation allowances. Profits from current production exclude inventory profits, which arise because inventories used in the production process tend to be valued by business at original rather than replacement cost. In addition, profits from current production have been adjusted for the full cost of capital replacement.

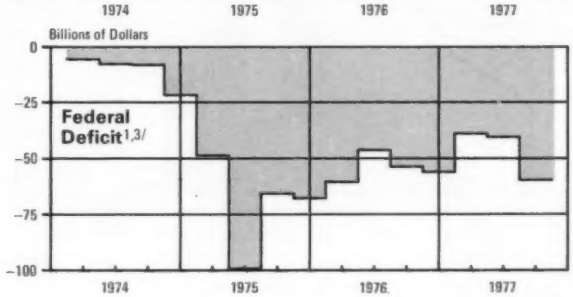
## Federal Budget

The Federal receipts and expenditures shown here are on the basis of the National Income and Product Accounts and differ somewhat from the figures in the better known Unified Federal Budget. The Unified Budget shows actual financial transactions of the Government on a cash basis. The national income accounts budget measures expenditures when delivery of goods and services is made to the Government. Purchases and sales of existing real and financial assets are excluded, and taxes are recorded when the liability is incurred.




| | III QTR. 1976 | II QTR. 1977 | III QTR. 1977 |
|---|---|---|---|
| | Billions of Dollars Annual Rates | | |
| Corporate Profits from Current Production | 133.5 | 140.2 | 147.8 |
| Corporate Profits Before Taxes 2/ | 159.9 | 174.0 | 171.6 |
| Tax Liability | 65.9 | 69.7 | 67.9 |
| Profits after Taxes 2/ | 94.0 | 104.3 | 103.7 |
| Undistributed Profits | 58.0 | 64.1 | 61.4 |

| | III QTR. 1976 | II QTR. 1977 | III QTR. 1977 |
|---|---|---|---|
| | Billions of Dollars Annual Rates | | |
| Federal Expenditures | 390.6 | 411.5 | 432.8 |
| Federal Receipts | 337.1 | 371.2 | 373.3 |
| Federal Deficit | – 53.5 | – 40.3 | – 59.4 |

1/ Seasonally adjusted annual rates.
2/ Book profits
3/ National Income Accounts basis.
Source: Bureau of Economic Analysis

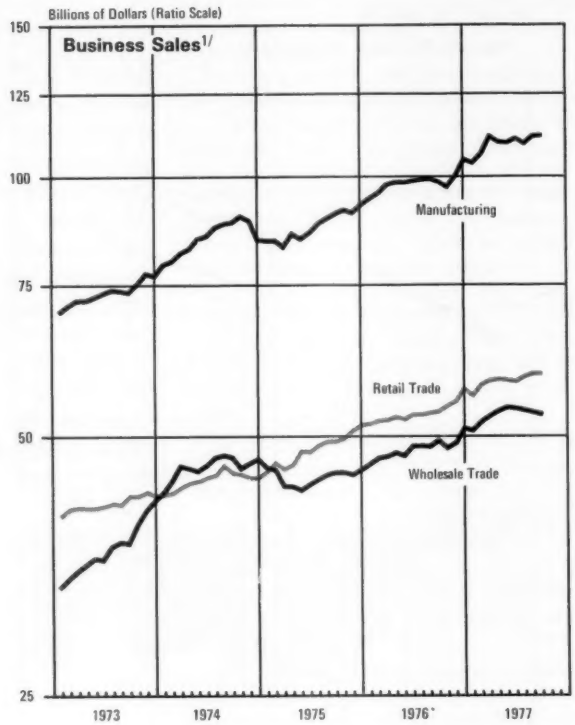
## CURRENT ECONOMIC DEVELOPMENTS

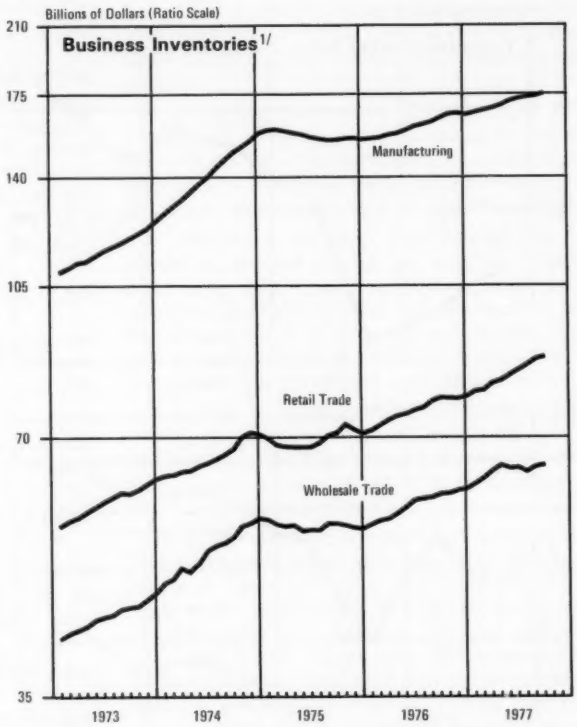
### Business Sales and Inventories

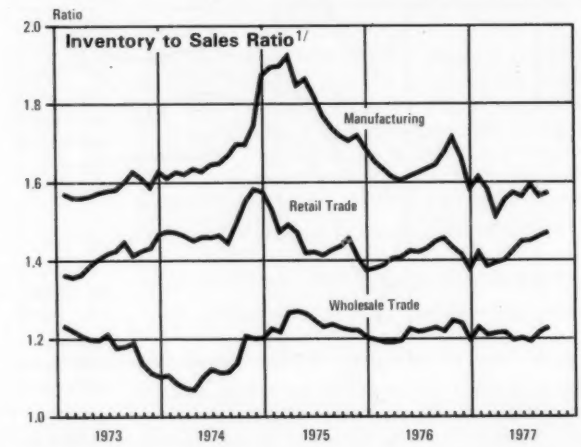
Businesses at all levels generally have maintained a watchful eye on inventories since the unwanted buildup of stocks during the last recession. Firms pared inventories quickly in 1975, which marked the beginning of recovery, and stocks generally have remained in line with sales ever since.

Inventory-to-sales ratios are considered to be near desired levels except for some excess at retail stores. Most of the retail stocks considered in excess are nondurables—clothing and general merchandise. This modest excess probably could be cleared away quickly if Christmas sales are strong.

An unwanted buildup of inventories as sales decline, and a subsequent correction of stocks, is typical during the course of the business cycle. However, the inventory accumulation of 1974 was huge by comparison with past cycles.




| | SEPT. 1976 | AUG. 1977 | SEPT. 1977 |
|---|---|---|---|
| | Billions of Dollars | | |
| **BUSINESS SALES** | | | |
| Manufacturing | 98.387 | 111.376 | 111.585 |
| Retail Trade | 53.370 | 59.020 | 58.993 |
| Wholesale Trade | 49.336 | 53.208 | 52.937 |
| **BUSINESS INVENTORIES** | | | |
| Manufacturing | 164.966 | 175.104 | 176.397 |
| Retail Trade | 78.062 | 86.650 | 87.208 |
| Wholesale Trade | 60.440 | 65.095 | 65.383 |
| **INVENTORY TO SALES RATIOS** | | | |
| Manufacturing | 1.68 | 1.57 | 1.58 |
| Retail Trade | 1.46 | 1.47 | 1.48 |
| Wholesale Trade | 1.23 | 1.22 | 1.24 |

1/ Seasonally adjusted.

**Source:** Bureau of the Census and Bureau of Economic Analysis

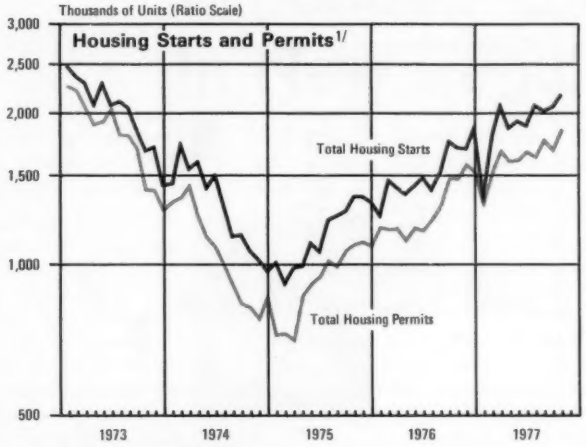
## CURRENT ECONOMIC DEVELOPMENTS

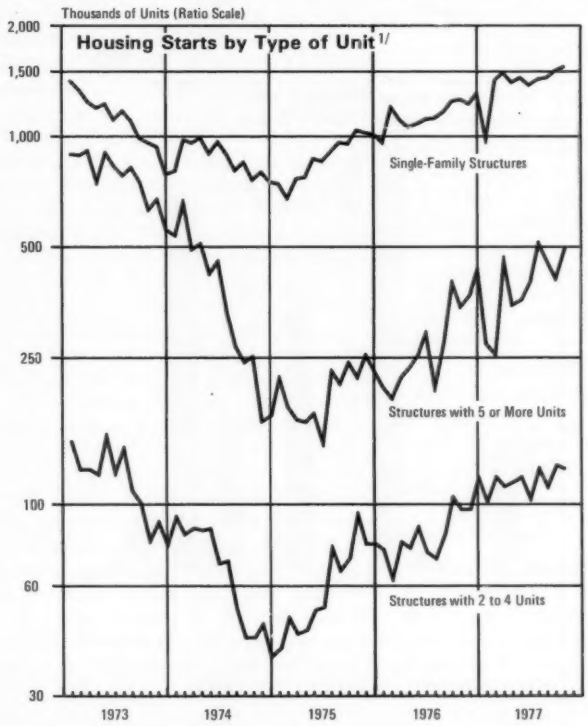
### Homebuilding and Consumer Prices

Housing has recovered at a strong and steady pace during the current economic recovery except for a brief slump early this year during unusually severe winter weather. Starts had been expected to level off around midyear at an annual rate of less than 2 million units but they have now exceeded that mark for four consecutive months.

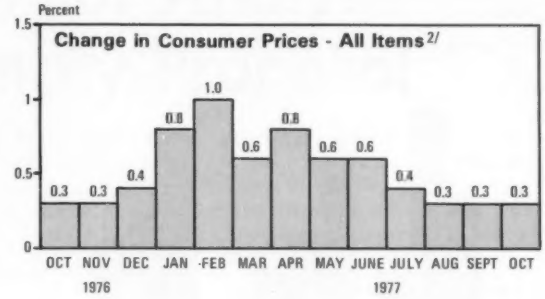
Single-family starts are at an all-time high but multi-family structures, which dropped much more sharply in 1973, 74, and 75, are still substantially below the peak of the early 1970s. The multi-family sector shows a very large percentage increase during the recovery because of the extremely low level reached during the recession.

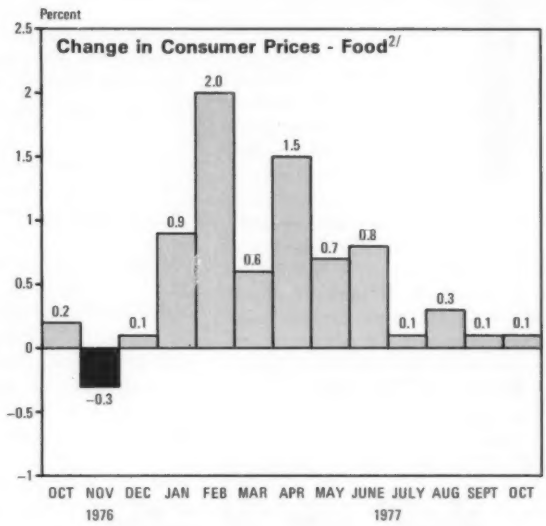
Increases in consumer prices have moderated in recent months. Food prices have moved up only slightly over the past four months compared with sharp rises in the first half of the year. Prices of both energy-related items and services in general also have been rising at a slower pace. The annual rate of increase in the Consumer Price Index was less than 4 percent from June to October compared with 8 to 9 percent in the first half of the year.




1/Seasonally adjusted annual rates.
**Source:** Bureau of the Census




2/Seasonally adjusted.
**Source:** Bureau of Labor Statistics

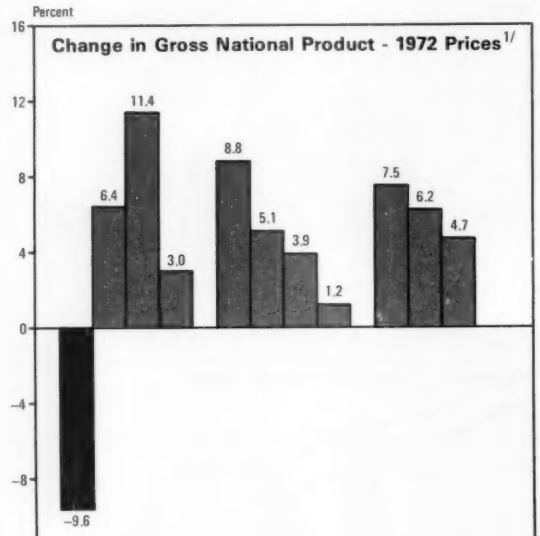
| | OCT. 1976 | SEPT. 1977 | OCT. 1977 |
|---|---|---|---|
| | Thousands of Units Annual Rates | | |
| Total Housing Starts | 1715 | 2063 | 2179 |
| Single Family Structures | 1269 | 1518 | 1555 |
| Structures with 2 to 4 Units | 98 | 129 | 126 |
| Structures with 5 or More Units | 348 | 416 | 498 |
| Total Housing Permits Issued | 1481 | 1695 | 1852 |

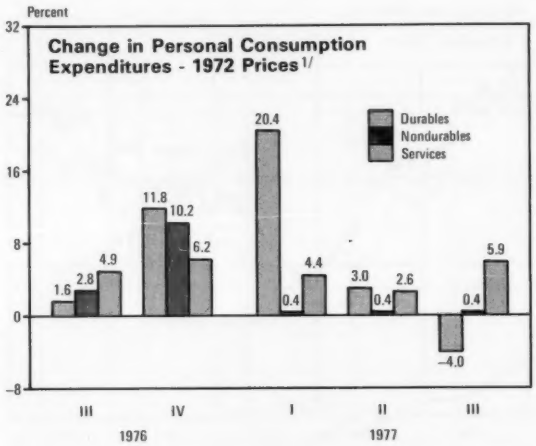
## CURRENT ECONOMIC DEVELOPMENTS

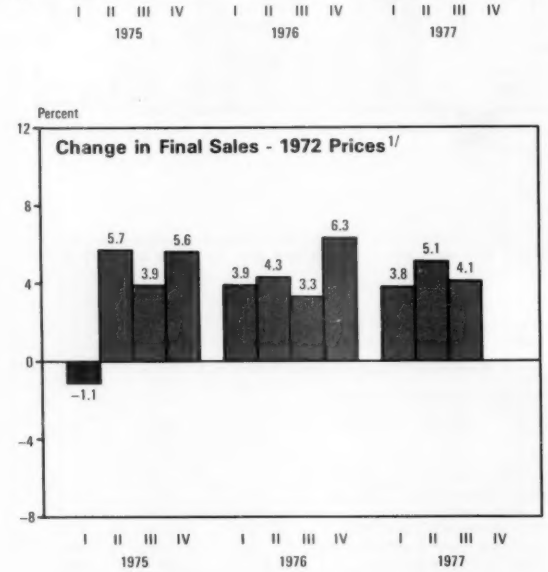
### Gross National Product and Components

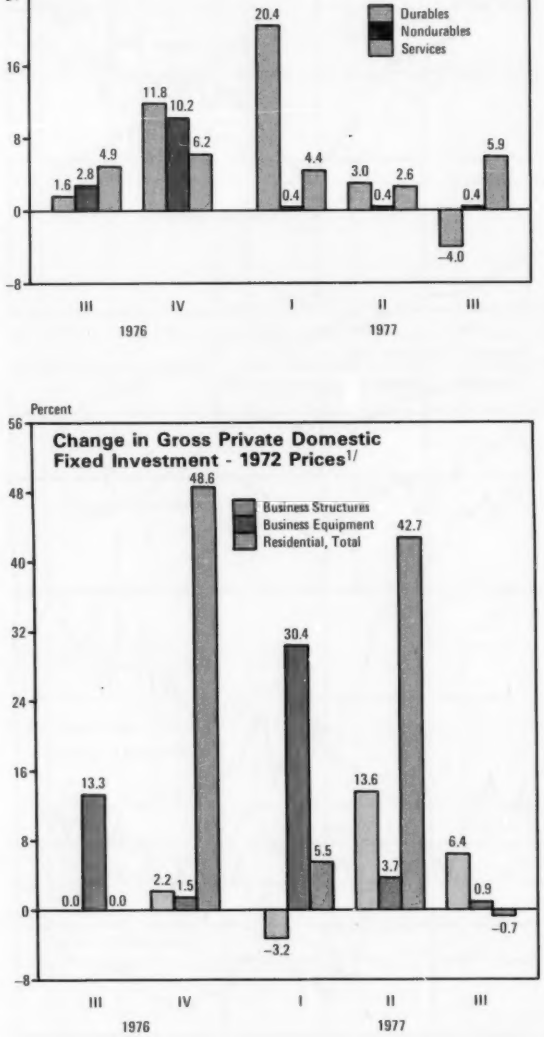
The quarterly rate of increase in Gross National Product, adjusted for inflation, has fluctuated widely during the three-year period of economic recovery. Much of the variation has occurred in inventory investment; thus, final sales show a more even growth pattern. During the fourth quarter of 1976, for example, final sales rose at an annual rate of 6.3 percent but an inventory correction caused GNP to register only a 1.2 percent rate of growth.

Personal consumption expenditures also have shown quarterly variations, mainly because of sharp swings in consumer purchases of durables such as automobiles. The slowing in growth of consumer purchases of durables, as well as business expenditures on new equipment, in the fourth quarter of 1976 and the rebound early this year reflected in part a strike at a major automobile company in late 1976 and the subsequent "catch-up" effect. Severe weather early this year affected the pattern of growth of both business and residential construction.




1/ Seasonally adjusted annual rates.
Source: Bureau of Economic Analysis

# Expanded Role For Analysis In New Regulatory Proposal

*This article was written by Chief Economist Courtenay Slater in collaboration with staff economist David C. Lund.*

Dr. Slater

The profound economic impact of federal rules and regulations is not well understood, even by the government itself. Improved analysis of the economic impact of proposed regulations is one purpose of a draft Executive Order recently published for comment. (See page 8, *Commerce America*, December 5, 1977.)

Economic analysis of major proposed Executive Branch regulations is not a new idea—it has been required by executive order since November 27, 1974. The new proposal provides a broader and stronger program, however, by requiring (1) analysis of alternative ways of meeting the regulatory objective; (2) timely completion of the analysis *before* the regulation is proposed; (3) review of existing regulations; and (4) reform of the process by which regulations are developed.

Some types of government regulation are intended to achieve economic results, but many others are for non-economic purposes, such as worker health and safety or environmental protection. These latter types of regulations often have unavoidable side effects on employment, costs, and prices. An objective of the new regulatory analysis program is to insure selection of regulatory approaches which achieve social objectives while minimizing any undesirable economic impact. If the program is successful, it will make an important contribution to the overall effort to control inflation and move toward full employment.

A bit of history was made on November 18, 1977, when the Executive Order, "Improving Government Regulations," was published in the *Federal Register* in proposed form and public comment was invited. Executive Orders previously have been issued in final form without prior public review.

The proposed Executive Order has these policy objectives:

- "Regulations should be as simple and clear as possible."
- "They should achieve legislative goals effectively and efficiently."
- "They should not impose unnecessary burdens on the economy, on individuals, on public or private organizations, or on state and local governments."

According to the proposed Executive Order, "to achieve these objectives, regulations should be developed through a process which ensures that:

(a) the need for and purposes of the regulations are clearly established;

(b) heads of agencies and policy officials exercise effective oversight;

(c) opportunities exist for early participation and comment by other federal agencies, state and local governments, businesses, consumers, and other members of the public;

(d) meaningful alternatives are considered and analyzed before the regulation is issued;

(e) compliance costs, paperwork and other burdens on the public are minimized."

## Order limited

The proposed order is limited to Executive Departments and Agencies but comments were requested regarding its extension to the independent regulatory agencies.

While agencies covered by the program will design procedures to fit their own needs, a number of standard elements will be required. One of these is the requirement that agencies publish a semi-annual Agenda of Regulations. This will help the public to identify significant regulations being considered by the agency, the status of pending regulatory proposals, and a person to contact for further information. In essence, the agenda will constitute notice of significant proposed regulations and an inventory of pending regulations.

A key feature of the proposed Executive Order is the requirement for preparing regulatory analyses. These analyses will be required for regulations which may have major consequences for the general economy, individual industries, regions, levels of government, or specific elements of the population. For a variety of reasons, economic impact statements under the previous program were generally developed after an agency had selected the approach it was to use. This approach provided little opportunity for analysis to affect the type and content of the regulatory approach proposed. Alternatives to the proposed regulation seldom were analyzed. The regulatory analysis, by contrast, now is to be started early in the development process.

Proposed regulations usually are made available for public comment prior to imposition. The Executive Order would encourage more informed public dialogue and input by requiring that a draft regulatory analysis—including the analysis of alternatives—be made available for public review when a major proposed rule is published for comment. A final regulatory analysis, reflecting comments and new information, will be made available when the final regulations are published.

There is no doubt that the process of analysis in the sunshine will lead to some sunburned faces. Over time, however, understanding should grow regarding the limitations faced in developing and analyzing regulatory proposals and alternatives and the greater opportunity for participation should result in more meaningful public input to the regulatory process. The ultimate objective, of course, is simpler, more effective, and less costly regulation.

# Newsmemo

"The revision took a long time, but it was worth it." So says the professional magazine Worldwide Projects about the second edition of the Commerce Department's Engineers' Overseas Handbook. The magazine summarizes the handbook as "a useful, handy compilation of the basic prerequisites U.S. consulting engineers and contractors need to know in 127 countries if they want to successfully market their services." The 290-page work, revised from its 1971 version, is available at $3.50 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

Discretionary work hours are here to stay, if properly introduced, applied and administered. Pitney Bowes officials have agreed on that verdict after three years of experience with the "flextime" system of variable hours. One of them comments: "Flextime works, but only if supervisors and employees understand their mutual obligations and responsibilities, and assume them voluntarily and consistently. Rulebreakers aren't popular with the vast majority, who are anxious not to lose a benefit that most now feel they would never want to part with."

Agreement on broad public attitudes is not so common in the Common Market. One question in a recent poll found 82 percent of West Germans satisfied with their system of government, as against 57 percent in 1973. Only 17 percent of Italians were satisfied, compared with 32 percent in 1973. Danes, Irish, Belgians and British were relatively satisfied, in that order. In France the affirmative percentage increased from 44 to 49 over the past four years. Asked whether they were satisfied with their general lot, 75 percent of the people in the Market countries said yes, about the same as responded affirmatively in 1973.

The State of Arkansas has opened an Export Promotion Center bringing together marketing support by governmental and private units. It will work with the state industrial development commission's office in Brussels to identify export leads, and set up a complete profile on every Arkansas firm expressing an interest in marketing abroad. Arkansas officials estimate that the number of jobs in the state attributable to exports increased from 30,000 in 1972 to 74,000 in 1976, as Arkansas exports climbed by $850 million.

Protectionist pressures are as much a cause as a consequence of the current world industrial slowdown. Senior economists of the GATT organization in Geneva advance this argument in a new study of trade interdependence. They contend that the protectionist philosophy reflects a refusal to adjust to changing patterns of supply and demand. They warn of a disastrous end result: "By accepting the view that only a more vigorous growth of [the advanced] economies will make it possible for them to return to freer trade, we might be locking ourselves into a vicious circle."

The GATT economists find that traditional assessments of a country's trade dependence are now off the mark. They observe a rising import content in a nation's production, which shrinks the domestic contribution in exported goods. Because of this trend, the traditional use of the ratio of exports to national income as a measure of trade dependence is unsatisfactory, since the export figure includes both previously-imported inputs and also some exports which, in altered form, may later be re-imported. The result, say the GATT experts, is an overstatement of the relative importance of trade in domestic economic activity.

Probe a statistic carefully before acceptance. A startling recent example to support such advice comes out of the new federal study on product liability. The task force preparing the study had seen reports that as many as a million product liability claims had been filed in 1976. The truer total, it was learned, is between 60,000 and 70,000. Better methods for obtaining data must be devised, it was recommended—a conclusion that applies to many other fields.

# Firms' Social Performance Index Begins To Take Shape

## IMPROVED CORPORATE PERFORMANCE SEEN SERVING BUSINESS COMMUNITY'S LONG-TERM INTERESTS

*Secretary of Commerce Juanita Kreps' announcement that the Department of Commerce intends to develop and publish a Social Performance Index to gauge the social effects of business operations has generated a great deal of discussion and editorial comment. The following article offers a fuller explanation of the index and of plans to develop it.*

Secretary Kreps recently announced a number of initiatives the Department of Commerce will take in the area of corporate social performance. One is the development of a corporate social performance index by which companies can assess the ways in which their operations affect their communities, employees, consumers, the environment, other businesses, and society generally.

Even before the Secretary's statement, the business community had begun to pay increased attention to corporate social performance, and many efforts already were under way to measure the social impact of business activities.

Commerce strongly supports development and use of the index because of the importance of improved corporate social performance to a healthy, vigorous economy. The Department shares the growing view that increased attention to corporate social performance serves both important public needs and the long-term economic interests of the business community itself.

### Developing the index

In developing a social performance index, the Department of Commerce intends to build on work already done and to encourage broad public participation. Department representatives have already consulted with the Business Roundtable, the Conference Board, the Social Measurement Committee of the American Institute of CPAs, public interest organizations, academics, and others experienced in the field.

The public participation process is needed because of the complexities inherent in trying to develop a social performance measurement system which will be fair, will communicate useful information, and will be practical and inexpensive for companies to use.

Because the final index will in part be shaped by the public participation process, it is not possible at this time to describe it in detail. However, certain general characteristics can be described.

*First*, although companies that have experimented with mechanisms to measure social performance have often found them to be exceedingly valuable tools, use of the index will be voluntary.

*Second*, the Commerce Department does not intend to "grade" or rank the social performance of individual corporations, and no government sanctions or evaluations will be involved. Rather, the Department will seek to select particular categories for which objective and informative indicators can be devised. What categories are most suitable to quantitative indicators and the form which particular measurement units will take are among the issues to be considered during the development process. Certain types of categories are obviously more readily quantifiable than others, and, depending on the category, an indicator might consist of a dollar figure, a ratio, a composite number, or a series of units, perhaps with a narrative supplement in certain cases.

*Third*, it is likely that certain categories of indicators will apply only to certain industries.

*Finally*, the Department's present intention is to publish a compendium of information compiled by participating companies. Such a publication would contain information voluntarily furnished by individual companies. It would not contain data controlled by other federal agencies or independently obtained by the Commerce Department.

The Department of Commerce invites all interested persons to submit written comments or proposals relevant to the development of a corporate social performance index. The Department will continue to consult with businesses, other organizations, and individuals experienced in social measurement. Written comments should be sent to Social Performance Index, U.S. Department of Commerce, 14th & Constitution Avenue, NW., Room 3800, Washington, D.C. 20230.

The Department hopes to publish a draft of the proposed social performance index early in 1978. This draft will be published in the *Federal Register* and will be distributed to all persons who have expressed a desire to participate in the development process. Thereafter, interested persons will again have an opportunity to submit written comments on the proposed draft.

In addition, the Department anticipates holding regional meetings to obtain additional comments, criticisms, and suggestions on the proposal.

## Use Of Small Diamond Dies Up Sharply In '76

U.S. consumption and production of small diamond dies both rose sharply in 1976, while imports decreased considerably.

The Commerce Department reports that use of diamond dies of less than 0.0008 inch in diameter rose to 8,242 in 1976, an increase of 44 percent over 1975. Production rose to 7,550, an increase of 58 percent. Meanwhile, imports declined, according to industry reports; however, numbers are withheld since only two firms import these dies and disclosure would violate rules of confidentiality.

Output of dies with diameters larger than 0.0008 inch declined to 311,890 in 1976 from 425,565 in 1975, but imports of these larger dies rose to 10,131 from 7,578 in 1975.

Small diamond dies, considered to be of strategic importance, are the only dies that can be used to draw wire of constant small diameter. Such wire is needed for light-weight, small size electronic equipment. Principal product applications include strain gages, semi-conductors, temperature control and measurement devices, ignition wire primers.

## SOVIET MERCHANT MARINE GROWTH SEEN STRONG THROUGH 1985

The rapid growth of the Soviet merchant fleet since 1965—and its increasing penetration of world shipping markets—will continue well into the next decade.

A recently-released report by Commerce's Maritime Administration also says that the USSR's emphasis on liner and intermodal ship construction indicates a long-term commitment to operate in Western trades to earn hard currency and expand Soviet political and economic influence in traditional maritime markets.

Between 1965 and 1975 the Soviet fleet nearly doubled in both deadweight tonnage and number of vessels, going from 990 vessels of 8 million deadweight tons (d.w.t.) to 1,655 vessels totaling 15.4 million d.w.t. For the future, the Soviet Union has the fourth largest number of vessels on order or under construction around the world and its merchant fleet is expected to total 1,812 vessels exceeding 23 million deadweight tons by 1985.

The MarAd report also indicates a major trend toward intermodalism in the USSR fleet. The Soviet Union in 1976 operated 30 intermodal vessels—18 Roll-on/Roll-off (RO/RO) vanships and 12 containerships. New Soviet deliveries in the next decade are expected to triple its intermodal fleet, with about equal emphasis on RO/ROs and containerships, the study indicates.

The 82-page report predicts that this larger Soviet merchant marine will also continue its expanding role in U.S. ocean-borne trade, especially the liner trade. Soviet carriage of U.S. liner cargoes jumped from 0.4 percent in 1971 to 2.9 percent in 1976, and, as its intermodal fleet grows, is expected to reach a level of 6.5 percent by 1985.

However, if the Soviets eventually become members of the liner conferences, their level of penetration would thereafter remain relatively constant.

The Soviet share of total U.S. commercial cargoes is forecast to increase to 1.1 percent by 1985, up from its 1976 level of 0.8 percent. This penetration growth is not as great as the liner growth because of the large volume of dry and liquid bulk commodities moving in the U.S. foreign trades.

The Soviet Union has been charged by the maritime industry with operating vessels with little concern for commercial reality, and therefore disrupting long established and stable liner trading. Although Soviet crews are generally paid much less than their Western counterparts, their merchant ships have sought to attract cargo with freight rates which, even with their lower operating costs, the report says, could not be economical.

In rebutting this "rate cutting" charge, the Soviet Maritime Minister, Timofei Guzhenko, has claimed that conference members are rebating shippers with amounts greater than the alleged Soviet rate cutting. Several investigations by the Federal Maritime Commission (FMC) during the past two years have indicated some validity in the charges of widespread rebating practices in the liner conferences, the report concedes.

The report includes comparisons of the Soviet, U.S., and world merchant fleets, Soviet participation in the U.S. trades, commodity analyses, and lists of the vessels operated by each of the three major Soviet shipping companies operating in the U.S. trades, Far East Shipping Company, Baltic Shipping Company, and Black Sea Shipping Company.

Copies of *Expansion of the Soviet Merchant Marine Into the U.S. Maritime Trades* are available for $2 apiece from the Superintendent of Documents, GPO, Washington, D.C. 20402 (202-783-3238).

**NEW SOVIET SHIP**—*The* Magnitogorsk *is one of the most recent Soviet Roll-On/Roll-Off vessels placed into operation in the U.S. foreign trade.*

## U.S. Evaluates Six Nations' Aid To Merchant Fleets

Commerce's Maritime Administration (MarAd) has released a report which examines the financial assistance programs which six major nations provide for their shipping and shipbuilding industries. The study, which covers the period 1971-75, details the assistance rendered and evaluates its effectiveness.

The nations studied—Japan, the United Kingdom, Norway, Sweden, West Germany, and France—in 1975 occupied the six top positions in the world in terms of gross tons of shipbuilding deliveries, and accounted for 37 percent of the world's fleet tonnage.

During the covered period the assistance given to the shipping industries of the six nations averaged over $1.1 billion per year. In addition, the shipbuilding industries of these countries received an average of $475 million per year.

The analyses of the maritime aids included investment financing assistance, credit assistance, tax allowance programs, direct subsidies, cargo preference programs on particular commodities, full or partial government ownership and other forms of government assistance.

The 491-page report, *The Maritime Aids of the Six Major Maritime Nations*, which was prepared under a MarAd contract by Temple, Barker and Sloane, and Chase Econometrics, is available for $12.50 apiece from the National Technical Information Service, 5285 Port Royal Road, Springfield, Va. 22161. Order number PB-273013/CZ.

## Study Gauges Fouling Effect Of Ocean Power Plants

Tests of possible corrosion and fouling of Ocean Thermal Energy Conversion (OTEC) power plants are now being conducted by Commerce's National Oceanic and Atmospheric Administration (NOAA) under contract with the Department of Energy.

OTEC power plants will use the temperature difference between deep cold water and the surface waters warmed by the sun to develop electrical power. The tests will obtain information on how fouling by sealife, corrosion, and inorganic precipitates (scale) affects the heat transfer surfaces used in the OTEC process.

Although some experts predict that as much as one-tenth of the nation's electrical power requirements could be supplied by OTEC power plants, the predicted thermodynamic efficiencies of such plants are low. Heat exchangers required for them, therefore, will have to be exceptionally large compared to power plants that use fossil or nuclear fuel.

## FOREIGN FISHING QUOTA WITHIN U.S. 200-MILE ZONE REDUCED FOR 1978

The amount of fish which foreign fishermen can take from within the U.S. 200-mile conservation zone will be reduced to 1.9 million metric tons in 1978 from the 1977 level of 2.1 million metric tons.

Commerce's National Marine Fisheries Service (NMFS) says the reduction is caused by changes in the amounts of some species that can be caught and still permit the stocks to grow, and the increased fish-catching capability of American boats.

Another change in the regulations provides for an in-season review of fishing to determine if adjustments should be made in the total allowable catch for each species, in the estimates of the domestic catch, and in the amount of fish that may be caught by foreign fishermen.

The largest reduction in the amount that may be allocated to foreign fishermen is off the northeast coast: the permissible silver hake catch has been cut from 85,500 to 45,400 metric tons; red hake, 34,900 to 27,400; Atlantic herring, 22,000 to 0; Atlantic mackerel, 69,000 to 1,200; butterfish, 5,500 to 4,000; and other finfish, 60,000 to 46,800. Squid at 42,500, and river herring at 500, remain unchanged from 1977.

Other changes affecting the northeast area are the establishment of a single foreign fishing area rather than the several areas established in 1977. A quota has been set on the amount of each species that a foreign country is permitted to catch. When the quota is reached for any of the species, all fishing by that country will be prohibited even though the quotas on other species may not have been reached.

The amounts of five species available to foreign fishermen have been reduced off the Pacific Coast: Pacific hake, 123,200 to 89,000; rockfishes, including Pacific ocean perch, 1,600 to 710; flounders, 125 to 90; sablefish, 250 to 90; other species 600 to 445.

In the Gulf of Alaska, amounts of five species have been reduced, but four others have been increased. Those reduced: Pollock, 149,000 to 117,340; Pacific ocean perch 29,000 to 18,900; flounders, 20,500 to 17,600; sablefish, 19,500 to 8,000; and other species, 16,200 to 12,960. Those increased: rockfish, 4,000 to 4,080; Atka mackerel, 22,000 to 24,800; Pacific cod, 2,300 to 16,980; and squid, 0 to 1,600.

## PORT OF NIAGARA FALLS GETS GENERAL PURPOSE FOREIGN-TRADE ZONE

Commerce's Foreign-Trade Zones Board has authorized the establishment of a general-purpose foreign-trade zone in the Buffalo/Niagara Falls port of entry area.

The approved proposal calls for the establishment of a 50 acre general-purpose zone within the 130 acre Lew-Port Industrial Park located in the township of Porter, eight miles north of Niagara Falls. The site is served by rail and highway, with connections to nearby bridges to Canada. Both the Niagara Falls and Greater Buffalo International Airports provide air service for the area.

The zone will be operated for the County by the Somerset Group, Inc., which owns the industrial park, as part of the county's efforts to attract new industry.

Foreign-trade zones are areas under U.S. Customs supervision into which foreign merchandise may be brought without the usual immediate formal customs entry. The goods may be exhibited, stored, assembled, or used in manufacture within the zone, and duties need not be paid unless and until the goods or their end products enter U.S. Customs territory from the zone. Re-exports emerge duty-free.

Domestic goods moved into a zone for export are considered exported upon entering the zone for purposes of excise tax rebates and Customs drawback procedures.

Foreign-trade zone grants are issued under the Foreign-Trade Zones Act of 1934 which empowers the Board—consisting of the Secretary of Commerce, as chairman, and the Secretaries of the Treasury and Army—to authorize qualified public and private corporations to establish zones in or near U.S. Customs ports of entry.

Niagara Falls will be the thirtieth U.S. port area to provide foreign-trade zone services.

## Proposed Atlantic Rate Accord Called 'Massive Anticompetitive Threat'

A proposed rate agreement between the eight shipping associations covering all trade between the U.S. Atlantic ports and Europe would "have serious effects on competition" and should be rejected out of hand by the Federal Maritime Commission, urges the Justice Department.

A rate agreement is an association of shipping lines authorized by the Maritime Commission to share information and reach agreement on rates only. A shipping conference is an association of shipping lines also authorized to reach agreements on rates, but, unlike rate agreement members, conference members are not allowed to charge other than the agreed rates.

The proposed new agreement among the eight associations, which would be called the "North Atlantic Bridge Agreement," would allow the shipping lines belonging to the eight associations to act jointly on rates, costs and other conditions of transportation for all the involved trade.

Justice says the proposed agreement would permit joint fixing of rates and costs for the most important trade in United States foreign commerce, and could have very severe anticompetitive consequences.

The Department asserted that the agreement would represent a final consolidation of economic power in Atlantic trade that Congress sought to avoid in enacting the Shipping Act of 1916.

Because of the massive anticompetitive consequences that would attend approval and in light of the insubstantial justifications offered by its proponents, the Department urged the Commission to deny summarily the proposed agreement.

## New Study Reviews Foreign Tourists' Travel Plans

How is the devaluation of the peso affecting Mexican travel to the United States? Which regional destination is the first choice of Dutch travelers to this country? What are the major difficulties encountered by Italian visitors to the United States?

Commerce's United States Travel Service (USTS) has just released a review of the international travel market in 12 major tourist-generating countries that answers these and other questions. The travel market reviews present highlights of consumer travel studies conducted by USTS last year in Canada, Mexico, Japan, the United Kingdom, France, West Germany, Australia, Venezuela, Italy, The Netherlands, Sweden and Belgium.

Specific objectives of the studies were to determine the incidence of travel to the United States in the general populations, the characteristics of both actual and potential travelers, and non-traveler attitudes and image of the United States as a vacation destination. For the first time, USTS also collected data concerning which U.S. regions travelers from the various countries prefer as vacation destinations.

*International Travel Market Reviews of Selected Major Tourist-Generating Countries* is available free of charge from the Research and Analysis Division, United States Travel Service, U.S. Department of Commerce, Washington, D.C. 20230.

More detailed reports on the consumer studies conducted in each of the 12 countries are scheduled for release in early 1978.

## U.S. INTERNATIONAL INVESTMENT POSITION IMPROVED DURING 1976

The net international investment position of the United States—the excess of U.S. holdings abroad over foreign holdings here—increased by $7.9 billion in 1976 to a total of $82.5 billion.

Commerce's Bureau of Economic Analysis (BEA) says that total U.S. assets abroad rose $51.7 billion during the year. This was largely due to increases in U.S. bank lending abroad and in foreign bond sales in the United States, as foreign demand for U.S. funds rose sharply. Reinvested earnings on direct investments abroad were $7.7 billion, and valuation adjustments added $1.1 billion to U.S. assets abroad.

Foreign assets in the United States rose $43.8 billion. The rise was boosted by stepped-up inflows resulting from foreign central bank purchases of dollars in exchange markets, and by the continued placement by oil-exporting countries of a sizable portion of their investible surpluses in the United States.

Also, there was a large increase in inflows from commercial banks abroad. Reinvested earnings on foreign direct investments in the United States were $1.6 billion; valuation adjustments, largely to U.S. stocks, added $7.7 billion to foreign assets in the United States.

U.S. direct investments abroad and foreign direct investments in the United States were also affected by changes in the treatment of transactions of a U.S.-incorporated petroleum company.

More complete details on the international investment position of the United States in 1976 appeared in the October issue of the *Survey of Current Business*, a monthly publication of BEA. The Survey is available from Commerce District Offices or from the Superintendent of Documents, GPO, Washington, D.C. 20402, at an annual subscription price of $19; single copy, $1.60.

## New Standard Explains OSHA Recordkeeping

A new standard that will help industry achieve greater uniformity in interpreting recordkeeping requirements of the Occupational Safety and Health Administration and make valid comparisons with data issued by the Bureau of Labor Statistics is now available from the American National Standards Institute.

The standard provides definitions and guidelines needed to maintain records and incidence rates required by the Occupational Safety and Health Act of 1970.

It includes formulas for determining the following rates:

- Incidence rate of total reportable cases
- Incidence rate of death plus lost workday cases with days away from work
- Incidence rate of lost workdays
- Incidence rate of lost workdays (alternate method), using time charges

An appendix contains guidelines and examples to assist employers in accurate recording of their work injury/illness experience.

Copies of American National Standard Z16.4-1977 are available for $4 apiece from ANSI at 1430 Broadway, New York, N.Y. 10018.

### U.S. International Investment 1974-76

| | 1974 | 1975 | 1976* |
|---|---|---|---|
| U.S. assets abroad | *256,199* | *295,630* | *347,369* |
| U.S. official reserve assets | 15,883 | 16,226 | 18,747 |
| Other U.S. Government assets | 38,357 | 41,814 | 45,988 |
| U.S. private assets | 201,959 | 237,590 | 282,634 |
| Direct investment | 110,172 | 124,212 | 137,244 |
| Foreign securities | 28,563 | 35,186 | 44,581 |
| Other claims reported by U.S. concerns | 63,224 | 78,192 | 100,809 |
| Foreign assets in the United States | *197,425* | *221,033* | *264,822* |
| Foreign official assets | 80,302 | 87,471 | 106,337 |
| Other foreign assets in the United States | 117,123 | 133,562 | 158,485 |
| Direct investment | 25,144 | 27,662 | 30,182 |
| U.S. securities other than Treasury securities | 34,892 | 45,338 | 54,800 |
| U.S. Treasury securities | 1,655 | 4,245 | 7,028 |
| Other liabilities reported by U.S. concerns | 55,432 | 56,317 | 66,475 |
| Net international investment position of the United States at year end | 58,774 | 74,597 | 82,548 |

*Preliminary.

## Available '77 Figures Show Increase In Tourism To U.S.

America's Bicentennial celebration may be over, but the world's tourists are flocking to the United States in even larger numbers this year. Total international visitor arrivals for the first eight months of 1977 reached the 13.4 million mark, a 6.6 percent increase over the comparable period in 1976. International visitor arrival figures for the first eight months of the year were just released by Commerce's United States Travel Service (USTS), the national government tourism office.

Canadian arrivals for the eight-month period surpassed the nine million mark, an 11.1 percent increase over the same period last year. Conversely, Mexican arrivals decreased 4.3 percent during the period, in comparison with 1976 figures.

Travel from countries other than Canada and Mexico numbered nearly three million during the January-August period, a slight 0.5 percent decrease from the comparable 1976 figure. Increases were evident in arrivals from Asia (up 2.7 percent), South America (up 5.7 percent), and Central America (up 7.7 percent). On the other hand, travel was down from Oceania (down 1.9 percent), Europe (down 3.4 percent), and the West Indies (down 7.7 percent).

## Federal Mapmakers In Major Shift To Metric

Federal map users had better learn the metric system, or they may not get where they're going.

The U.S. Geologic Survey, according to a summary presented at a recent Salt Lake City conference on surveying and mapping, is proceeeding "as rapidly as possible" in preparing metric maps. According to Ernest John Rubin, of Portland, Ore., a retired photogrammetrist with the U.S. Forest Service, all small and intermediate scale maps—new and revised—will be in SI (International System).

Commerce's National Oceanic and Atmospheric Administration (NOAA) plans automatic procedures for production and maintenance of metric nautical charts and related products, to be operational in the 1980s. Nautical charts for U.S. waters are made by the National Ocean Survey, while foreign waters are mapped by the Hydrographic Center of the Department of Defense. All new charts for large ship users are metric.

Aeronautical charts will be the last to change. The entire aviation world flies by heights in feet. However, the International Civil Aviation Organization, which is affiliated with the UN, has proposed elimination of non-metric units for all aspects of air and ground operations, creating a single international standard for aviation.

## Strike Leads Commerce To Review Monitoring Of Bituminous Exports

The Commerce Department has begun the temporary monitoring of exports of bituminous coal and coke derived from coal in view of the anticipated reduction in coal production resulting from the strike which began December 6. Similar monitoring programs were undertaken during the coal strikes of 1971 and 1974.

Exporters, producer-exporters and contractors for export of these commodities will be required to report weekly on their actual exports, export contracts, and export prices, according to the Department's Office of Export Administration. These reports assure the availability of accurate and timely data regarding the volume of exports and anticipated exports in relation to domestic supplies of these commodities.

The decision to institute this monitoring program was made under the Export Administration Act, which requires that Commerce "monitor exports and contracts for export of any article, material or supply . . . when the volume of such exports in relation to domestic supply contributes, or may contribute, to an increase in domestic prices or a domestic shortage."

The first report under this program was to be filed for the week ending December 9, and submitted so as to be received by the Office of Export Administration no later than 5:00 P.M. EST, December 19, 1977.

Details of the monitoring program appear in the *Federal Register* of December 12.

Additional information can be obtained from the Short Supply Division, Office of Export Administration, Room 1617B, U.S. Department of Commerce, 14th and E Sts NW., Washington, D.C. 20230 (202-377-3795).

## International Reinsurance At Record Levels In 1976

U.S. insurance companies received in 1976 $754.4 million in net premiums from reinsurance sold abroad, the Commerce Department has reported. This was the highest ever reported, and more than 10 percent above the $683.4 million received in 1975.

Losses paid abroad on the reinsurance totaled $531.8 million. This resulted in net receipts of $222.6 million for U.S. reinsurance of risks undertaken abroad.

Meanwhile, U.S. insurance companies paid out in net premiums $1,070 million in 1976 to foreign reinsurers, the largest ever reported. Losses recovered on this reinsurance totaled $668.3 million.

The resulting effect for all reinsurance transactions for 1976 was a net outflow of $179 million to foreign reinsurers.

## KEY BUSINESS INDICATORS

### QUARTERLY SERIES

| Indicators | I Qr77 | II Qr77 | III Qr 77 | Percent Change From Year Ago |
|---|---|---|---|---|
| **GROSS NATIONAL PRODUCT** (bil.$) annual rate | 1,810.8 | 1,869.9 | 1914.9 | 10.9 |
| **REAL GNP** (% change) annual rate | 7.5 | 6.2 | 4.7 | 4.9 |
| **CORPORATE PROFITS** [1] (bil.$) annual rate | 125.4 | 140.2 | 147.8 | 10.7 |
| **OUTPUT PER HOUR, NONFARM BUSINESS SECTOR** [3] (% change) annual rate | 4.8 | 0.7 | 2.9 | 1.6 |
| **UNIT LABOR COST** [3] (% change) annual rate | 5.3 | 7.5 | 3.9 | 6.3 |
| **PERSONAL INCOME** (bil.$) annual rate | 1,476.8 | 1,517.2 | 1549.3 | 11.2 |
| **REAL DISPOSABLE PERSONAL INCOME** (% change) annual rate | 3.1 | 7.3 | 3.6 | 4.7 |

### MONTHLY SERIES

| Indicators | September | October | November | Percent Change From Year Ago |
|---|---|---|---|---|
| **RETAIL SALES** (bil.$) | 59.0 | 60.6 | 61.6 | 12.4 |
| **CONSUMER PRICE INDEX** [3] (% change) | 0.3 | 0.3 | — | 6.5 |
| **WHOLESALE PRICE INDEX** [3] (% change) | | | | |
| Finished goods | 0.4 | 0.8 | 0.4 | 7.1 |
| Consumer | 0.3 | 0.5 | 0.3 | 6.9 |
| Producer | 0.5 | 1.5 | 0.7 | 7.4 |
| Farm products, processed foods and feeds | —0.4 | 1.3 | 2.3 | 4.8 |
| Industrial commodities | 0.8 | 0.6 | 0.4 | 6.5 |
| Crude materials | 0.3 | —0.2 | 1.3 | 5.6 |
| **NEW FACTORY ORDERS** (bil.$) | 112.4 | 116.3 | — | 17.5 |
| Durable goods (bil.$) | 58.6 | 59.0 | — | 22.3 |
| **FACTORY SHIPMENTS** (bil.$) | 111.9 | 112.7 | — | 14.7 |
| **BUSINESS INVENTORIES** (bil.$) | 329.0 | — | — | 8.5 |
| **INDUSTRIAL PRODUCTION** [2] (1967 = 100) | 138.7 | 139.1 | — | 6.8 |
| **HOUSING STARTS** annual rate (mil. units) | 2.06 | 2.18 | — | 27.1 |
| **CIVILIAN LABOR FORCE** [3] | | | | |
| Total (thousands) | 97,868 | 98,102 | 98,998 | 3.3 |
| Employed | 91,095 | 91,230 | 92,120 | 4.5 |
| Unemployed | 6,773 | 6,872 | 6,818 | —10.9 |
| Unemployment rate (%) | 6.9 | 7.0 | 6.9 | * |
| **EXPORTS** (mil.$) | 10,916 | 9,190 | — | —5.2 |
| **IMPORTS** | | | | |
| F.A.S. transaction value | 12,631 | 12,288 | — | 16.4 |
| C.I.F. value | 13,484 | 13,121 | — | 16.0 |

ALL DATA SEASONALLY ADJUSTED.
Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.
[1] Including inventory valuation and capital consumption adjustments.
[2] Federal Reserve Board.
[3] Bureau of Labor Statistics.
* Unemployment rate in November 1976 was 8.0 percent.

As of Dec. 14, 1977

## Recently Published Books Cover Varied Business Topics

Books on many different topics that may be of interest to *Commerce America* readers have recently been published.

*Management Information Systems: Planning, Developing, Managing,* by Arnold O. Putnam, addresses the problems faced by companies using computerized management information systems. Putnam makes recommendations, based on case histories, of how each level of management should be involved. The book is available, priced at $10.95 paperback, $14.95 cloth edition, from Herman Publishing, 45 Newbury St., Boston, Mass. 02116.

Out of print for several years, *Pharmaceutical Manufacturers of the United States* has just been released in an updated 1977 edition. The publication lists close to 400 leading pharmaceutical and ancillary firms in such categories as prescription drugs, proprietaries, veterinary pharmaceuticals, and dental supplies. Wholly-owned subsidiaries of American firms in foreign countries are included. The directory is available from Noyes Data Corp., Mill Road at Grand Ave., Park Ridge, N.J. 07656, priced at $32.

The eighth revised edition of the *Directory of Maryland Manufacturers* has been published by the state's Department of Economic and Community Development. The 517-page book lists nearly 3,000 manufacturers, in 396 categories—88 percent of the total kinds of manufacturing classifications in the United States. The directory may be ordered from the Maryland Department of Economic & Community Development, 1748 Forest Drive, Annapolis, Md. 21401, priced at $18, plus five percent state sales tax for purchases delivered in Maryland.

*Finance for Transportation & Logistics Managers,* by Joseph L. Cavinato, presents the spectrum of financial activities from the viewpoint of the transportation and logistics managers. The book follows a logical sequence of financial analysis, including submitting proposals, rationing funds, determining lease or purchase, and replacing an asset. The book can be ordered from The Traffic Service Corp., 815 Washington Bldg., Washington, D.C. 20005, priced at $20.

H. McKinley Conway and Linda L. Liston are editors of a new compilation of site selection studies, *Industrial Facilities Planning,* issued by Conway Publications, Inc. The report covers such topics as company growth planning and management, project feasibility analysis, location factors, site selection construction and real estate management. Priced at $25, the book may be ordered from Conway Publications, 1954 Airport Road, NE., Atlanta, Ga. 30341.

The *1978 Directory of Machine Tools and Related Products* is now available from the National Machine Tool Builders Assn. Since the Association estimates that its members produce some 90 percent of all machine tools manufactured in the United States, the directory is quite extensive. In addition to listing machine tools and related products, it includes cross listings by manufacturer and trademark and a listing of motion pictures and educational materials available through association members. The Directory is available without charge from the NMTBA, 7901 Westpark Drive, McLean, Va. 22101.

## Technology's Impact On Five U.S. Industries Assessed

Technological advance has affected labor requirements differently in five American industries, according to the Labor Department's Bureau of Labor Statistics. The industries are apparel, footwear, motor vehicles, railroads and retail trade.

Motor vehicles and the railroads have experienced significant changes in both technology and labor requirements, while the others have been less significantly affected. This has been the pattern since 1960 and probably will continue through the next decade, the report concludes.

The report shows that some form of computer technology for controlling operations is common to the five industries and is becoming increasingly important. In auto production, computer control of machining and assembly operations, is increasing production rates and reducing labor requirements. In retail trade, electronic check-out counters are growing. Last year, 50 supermarket check-out systems included an optical scanner which "reads" unique identification codes on each product.

While computer use is relatively unusual in apparel and footwear, some new technologies do include its use. For example, a labor-saving computer-tape stitching device is being used by bootmakers for decorative stitching.

Order BLS Bulletin 1961, *Technological Change and Its Labor Impact in Five Industries,* for $2.20 from any BLS field office. Catalog Number 029-001-02037-6.

# Calendar Of Business Events

**Jan. 4—New York**—The Role of Capital Creation, Key Lecture Series, New York U. Contact: NYU (212-598-2234).

**Jan. 4-6—Washington**—Working Statistics, George Washington U. Contact: Continuing Engineering Education Program, GWU, Washington, D.C. 20052 (800-424-9773 or 202-676-6106).

**Jan. 4-6—Houston**—Improving Skills of New or Prospective Manager, Royal Coach Motor Hotel. Contact: Juanita Turner, American Management Associations, 135 W. 50th St., New York 10020 (212-586-8100).

**Jan. 8—Atlantic City**—20th Annual Glass & China Show, Convention Center. Contact: George Little Mgt., Inc., 261 Madison Ave., New York 10016 (212-986-4700).

**Jan. 8-12—Ann Arbor, Mich.**—Program Budgeting, U. of Michigan. Contact: Div. of Mgt. Education, Graduate School of Business Admin., UM, 1735 Washtenaw Ave., Ann Arbor, Mich. 48109 (313-763-1000).

**Jan. 9-11 and 11-13—New York**—Fundamentals of Finance & Accounting for the Non-Financial Executive, Barbizon Plaza Hotel. Contact: Heidi Kaplan, Dept. 14NR, N.Y. Mgt. Center, 360 Lexington Ave., New York 10017 (212-253-7262).

**Jan. 9-13—Los Angeles**—Maintainability Engineering, UCLA. Contact: Continuing Education in Engineering & Mathematics, P.O. Box 24902, UCLA Extension, Los Angeles, Calif. 90024 (213-825-3344).

**Jan. 10-13—Los Angeles**—Cost Accounting Standards, University Hilton Hotel. Contact: American Graduate U./Procurement Assoc., Inc., 733 N. Dodsworth Ave., Covina, Calif. 91724 (213-331-5484).

**Jan. 11-13—Narragansett, R.I.**—In The Wake Of The *Argo Merchant,* U. of Rhode Island Bay Campus. Contact: Ctr. for Ocean Mgt. Studies, URI, 19 Upper College Rd., Kingston, R.I. 02881 (401-792-2145).

**Jan. 11-14—Atlanta**—Early Bird Gift & Decorative Accessories Preview, Merchandise Mart. Contact: Candy Clifford Diehl, The Atlanta Mart, 240 Peachtree St., Atlanta, Ga. 30303 (800-241-1266 or 404-688-8994).

**Jan. 12-13—New York**—Government Information Course, Americana Hotel. Contact: Practising Law Institute, 810-7th Ave., New York 10019 (212-765-5700).

**Jan. 12-13—Tucson**—Energy Users Law Seminar, Sheraton Pueblo Inn. Contact: Nancy McNerney, Government Institutes, Inc., 4733 Bethesda Ave. N.W., Washington, D.C. 20014 (301-657-2922).

**Jan. 15-19—Atlanta**—National Gift Show, Merchandise Mart & Ga. World Congress Ctr. Contact: Candy Clifford Diehl, see address above.

# U.S. Share Of World Exports Of Manufactures Steadies

## POSITION EDGED UP SLIGHTLY IN SECOND QUARTER, NEVERTHELESS REMAINS NEAR THREE-YEAR LOW

Though the U.S. share of world exports of manufactures, excluding shipments to this country, edged slightly upward in the second quarter of 1977 to 20 percent, it still remained near its lowest quarterly level in three years.

The small overall share change, however, masked a diversity of movement among the individual products. The U.S. standing was significantly higher in chemicals and transport equipment. In contrast, it fell by a full percentage point in nonelectric machinery and declined modestly in basic manufactures. In the remaining commodity groups, electric machinery and miscellaneous manufactured articles, the United States' share was virtually unchanged.

U.S. exports of manufactures increased moderately in value during April-June on a seasonally adjusted basis, reversing a small dip in overseas shipments in the previous three-month period. At the same time, exports by the other countries as a group, adjusted for seasonality and exchange rate changes, climbed at about the same pace as in the first quarter of 1977. This rate of advance, however, was somewhat less than that posted in the second quarter by the United States. Canada, Italy, and Japan led the rise among the other suppliers while export values for several other countries, particularly Denmark, were below levels of the previous period.

The largest share advance occurred in transport equipment where the U.S. position rose sharply to 23.8 percent, a partial recovery from the sizable decline recorded in the previous three-month period. U.S. exports climbed substantially as deliveries of civilian aircraft rebounded from their sharp drop in January-March. Concurrently, however, shipments of motor vehicles and parts changed little in value as larger sales of autos to countries other than Canada were mostly offset by a fall in automotive parts to Canada. Among the other transport equipment suppliers, reduced deliveries by Germany, Italy, and Sweden were balanced by increased sales from the United Kingdom, Japan, Norway, and Canada.

### Chemicals share at five-year high

The U.S. share in chemicals increased to 21.6 percent, its highest level in about five years. Greater deliveries of both inorganic elements and oxides as well as medicinals and pharmaceuticals contributed to the U.S. advance. Conversely, exports of organics and manufactured fertilizers dropped. Overseas sales by our competitors were paced by those of Italy, Switzerland, and Japan.

The U.S. share was practically unchanged in electric machinery and miscellaneous articles. At 23.4 percent, the U.S. standing in electric machinery was the same for the third consecutive quarter. Deliveries from this country were spurred by increases in power machinery and switchgear, measuring and controlling instruments, and telecommunications apparatus. Among the other suppliers, Japan, Italy, and Germany reported significant export increases.

Although exports from other suppliers rose marginally faster than those from the United States, the U.S. position in miscellaneous manufactured articles at 16.9 percent changed little. It has remained at about that level for the last four quarters. Shipments of U.S. products such as scientific instruments and photographic supplies were especially buoyant. Among rival suppliers, Italy and Japan increased their exports notably while the overseas sales of the United Kingdom, Germany and France were mostly unchanged.

The United States reported a small share decline to 11.5 percent in basic manufactures, a group which includes semimanufactures of various materials and certain finished metal products. U.S. deliv-

### ITA For DIBA In Commerce

The Commerce Department announces the arrival of the Industry and Trade Administration (ITA). This new organization takes the place of the Domestic and International Business Administration (DIBA), and realigns a number of DIBA functions to improve the Department's services to the trading and industrial communities. ITA is headed by Frank A. Weil, who now has title of Assistant Secretary of Commerce for Industry and Trade.

The six operating divisions of ITA will be:

**The Bureau of Trade Regulation,** which includes the Office of Export Administration and the Office of Industrial Mobilization.

**The Bureau of Domestic Business Development,** comprising the Office of Business Programs, the Office of the Ombudsman, the Office of Textiles, the Office of Business Policy Analysis, the Office of Basic Industries, the Office of Producer Goods and the Office of Consumer Goods and Service Industries.

**The Bureau of Export Development,** containing the Office of International Marketing, the Office of Export Development, and the Office of Market Planning.

**The Bureau of International Economic Policy and Research,** which will embrace the Office of International Economic Research, the Office of International Finance and Investment, the Office of International Trade Policy, the Office of Foreign Investment in the United States, and the Office of Country Affairs.

**The Bureau of East-West Trade,** with three component offices: East-West Country Affairs, East-West Trade Development and East-West Policy and Planning.

**The Bureau of Field Operations,** which manages the Department's 43 District Offices across the country.

A more detailed article on the new ITA organization will appear in the next issue of *Commerce America.*

## U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

| Commodity | U.S. exports (million dollars) | U.S. share* (% based on export-weighted exchange rates [1]) |
|---|---|---|
| **Manufactures, total** | | |
| 1975 | 72,118 | 21.2 |
| 1976 | 78,526 | 20.5 |
| 1975 1st qtr. | 17,339 | 20.6 |
| 2nd | 17,668 | 20.4 |
| 3rd | 18,371 | 21.9 |
| 4th | 18,880 | 21.7 |
| 1976 1st | 18,510 | 20.5 |
| 2nd | 19,578 | 20.6 |
| 3rd | 19,956 | 20.3 |
| 4th | 20,419 | 20.6 |
| 1977 1st | 20,002 | 19.9 |
| 2nd | 20,422 | 20.0 |
| **Chemicals** | | |
| 1975 | 8,746 | 20.1 |
| 1976 | 10,032 | 20.6 |
| 1975 1st qtr. | 2,336 | 20.1 |
| 2nd | 2,097 | 19.4 |
| 3rd | 2,080 | 20.5 |
| 4th | 2,248 | 20.5 |
| 1976 1st | 2,344 | 20.3 |
| 2nd | 2,589 | 21.1 |
| 3rd | 2,494 | 20.2 |
| 4th | 2,605 | 20.8 |
| 1977 1st | 2,694 | 21.1 |
| 2nd | 2,773 | 21.6 |
| **Nonelectric machinery** | | |
| 1975 | 21,088 | 27.8 |
| 1976 | 22,199 | 26.8 |
| 1975 1st qtr. | 4,940 | 28.4 |
| 2nd | 5,311 | 27.0 |
| 3rd | 5,339 | 27.7 |
| 4th | 5,504 | 28.1 |
| 1976 1st | 5,350 | 26.8 |
| 2nd | 5,545 | 26.9 |
| 3rd | 5,555 | 27.0 |
| 4th | 5,687 | 26.6 |
| 1977 1st | 5,654 | 26.3 |
| 2nd | 5,570 | 25.3 |
| **Electric machinery** | | |
| 1975 | 7,771 | 22.3 |
| 1976 | 9,509 | 23.3 |
| 1975 1st qtr. | 1,862 | 22.2 |
| 2nd | 1,929 | 22.0 |
| 3rd | 1,955 | 22.6 |
| 4th | 2,021 | 22.4 |
| 1976 1st | 2,147 | 22.7 |
| 2nd | 2,332 | 23.3 |
| 3rd | 2,506 | 23.8 |
| 4th | 2,507 | 23.4 |
| 1977 1st | 2,511 | 23.4 |
| 2nd | 2,603 | 23.4 |
| **Transport equipment** | | |
| 1975 | 17,281 | 27.8 |
| 1976 | 18,334 | 25.1 |
| 1975 1st qtr. | 3,854 | 26.8 |
| 2nd | 4,126 | 26.3 |
| 3rd | 4,714 | 30.3 |
| 4th | 4,673 | 28.1 |
| 1976 1st | 4,134 | 24.5 |
| 2nd | 4,577 | 25.5 |
| 3rd | 4,776 | 23.9 |
| 4th | 4,904 | 26.4 |
| 1977 1st | 4,320 | 22.3 |
| 2nd | 4,618 | 23.8 |
| **Basic manufactures** | | |
| 1975 | 11,230 | 12.5 |
| 1976 | 11,513 | 11.9 |
| 1975 1st qtr. | 2,835 | 12.0 |
| 2nd | 2,747 | 12.0 |
| 3rd | 2,791 | 12.9 |
| 4th | 2,887 | 13.2 |
| 1976 1st | 2,873 | 12.6 |
| 2nd | 2,846 | 11.8 |
| 3rd | 2,882 | 11.7 |
| 4th | 2,886 | 11.5 |
| 1977 1st | 2,984 | 11.7 |
| 2nd | 2,978 | 11.5 |
| **Miscellaneous manufactured articles** | | |
| 1975 | 6,002 | 17.3 |
| 1976 | 6,939 | 17.1 |
| 1975 1st qtr. | 1,512 | 17.6 |
| 2nd | 1,458 | 16.9 |
| 3rd | 1,492 | 17.4 |
| 4th | 1,547 | 17.4 |
| 1976 1st | 1,662 | 17.3 |
| 2nd | 1,689 | 17.1 |
| 3rd | 1,733 | 17.0 |
| 4th | 1,830 | 17.0 |
| 1977 1st | 1,839 | 17.0 |
| 2nd | 1,880 | 16.9 |

Note: Figures for 1976 and 1977 are preliminary. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, fire-arms of war, and ammunition. World exports are defined as exports from the 15 major industrial countries. Percentage shares are based on values excluding shipments to the United States. These nations, which account for 80 percent of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan.

* Of world exports to foreign markets.

[1] Export-weighted exchange rate indexes are calculated for each supplier in each period, using official rates of exchange *vis-a-vis* 67 principal markets.

eries showed little change from the previous period and exports by the other suppliers as a group climbed more rapidly, especially those of Italy and the United Kingdom. Reduced shipments of U.S. textiles, iron and steel mill products, and rubber manufactures were nearly balanced by higher valued exports of nonferrous metals, especially aluminum.

The largest reduction in the U.S. position, a full percentage point, occurred in nonelectric machinery. This third consecutive quarterly decline dropped the U.S. standing to 25.3 percent, its lowest level in nearly four years. Falls in deliveries of materials handling equipment, agricultural machinery and tractors, and power generating machinery were partly countered by increased shipments of construction, excavating, and maintenance equipment and electronic computers. Among the other suppliers, the exports of Italy and Japan were especially buoyant during the period.

## U.S., POLISH OFFICIALS DISCUSS TRADE ISSUES AT SESSION IN WARSAW

U.S. and Polish officials have agreed to negotiate early next year agreements that would cover economic and industrial cooperation, tourism, economic and commercial information, and the participation of small and medium sized firms in trade. These were among the subjects discussed at the seventh session of the Joint American-Polish Trade Commission in Warsaw Nov. 30-Dec. 1.

Three working groups focused on problems in business facilitation and industrial cooperation, trade relations, and cooperation in agriculture. U.S. antidumping and countervailing duty laws, U.S. export control regulations, and the multilateral tariff negotiations were among other issues discussed by working groups.

Secretary of Commerce Juanita M. Kreps chaired the U.S. delegation; Vice Premier Kazimierz Olszewski, the Polish.

Mrs. Kreps expressed the hope that discussions would help bring greater diversification to U.S.-Polish trade. She pointed out that more than 60 percent of U.S. exports to Poland are agricultural products. "We hope to find ways in which U.S. manufactured products will be considered for a larger share of Polish orders from the west," she commented.

At a press conference in Warsaw following the meetings, Mrs. Kreps underscored the continuing U.S. Government commitment to the improvement and development of bilateral economic relations.

Calling attention to the five-fold increase in Polish-American trade that has occurred since 1972, Secretary Kreps said that the economic and industrial cooperation agreement will be equally important to both countries, providing a new framework for further trade expansion. The other agreements will provide additional improvements for U.S. firms in Poland, facilitate the entry by small and medium size firms into industrial cooperation projects, and make available more economic and commercial information to interested U.S. companies. The Polish side agreed to provide information about business opportunities which have a high priority in the Polish economy.

While in Warsaw, Secretary Kreps met with Premier Piotr Jaroszewicz, State Planning Commission Chairman Tadeusz Wrzaszczyk, and the Ministers of Foreign Affairs and Finance. She also visited the U.S. Trade Development Center and met with the local representatives of U.S. companies. There are now 20 U.S. firms with resident representation in Poland.

The Joint Commission was established in 1972. Agreement was reached in early sessions on a wide range of issues including credit facilities (Eximbank), arbi-

tration procedures, market disruption, business facilities for U.S. firms in Poland, and establishment of governmental commercial offices. More recent sessions shifted focus to exploring ways in which bilateral trade and commercial relations can be expanded despite the differences between the U.S. market economy and Poland's non-market economy.

The U.S. delegation, in addition to Mrs. Kreps, included representatives of the Departments of Commerce, State, Treasury, and Agriculture, and Ambassador Richard T. Davies and other Embassy officials. Among those participating from Commerce were Frank A. Weil, Assistant Secretary for Domestic and International Business; Jerry J. Jasinowski, Assistant Secretary for Policy; and Alan A. Reich, Deputy Assistant Secretary for East-West Trade.

## Video Catalog Show In Warsaw Draws Industry Officials

For the first time in a non-market-economy country, a video catalog exhibition of American machine tools was presented last month at the U.S. Trade Development Center in Warsaw. During the two days of the exhibition, more than 50 officials from sectors of Polish industry involved in producing, trading in, or using machine tools viewed 23 video tape presentations, a 16-millimeter motion-picture film, and catalogs focusing on 24 different tools of U.S. manufacture. The guests made 58 written requests for further information that constituted 375 trade leads for U.S. firms.

John A. Connor of the National Machine Tool Builders' Association served as the U.S. industry representative and handled the many technical questions raised by the Poles.

**DELEGATION LEADERS ARRIVE**—*Together in Warsaw for plenary session of joint U.S.-Polish Trade Commission are Secretary of Commerce Juanita M. Kreps who chaired the U.S. delegation, and Vice Premier Kazimierz Olszewski, the Polish chairman. At left is U.S. Ambassador Richard T. Davies.*

# Official Trade Briefs

*This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.*

### THE PRESIDENT

**New Public Laws:** The President signed into law nine measures affecting United States trade.

These were H.R. 422, providing duty-free treatment for any **aircraft engine** used as a temporary replacement for an engine being overhauled in the United States if duty was paid on such replacement engine during a previous importation; H.R. 2849, suspending until June 30, 1978, the rate of duty on **mattress blanks of rubber latex**, with an amendment providing for duty-free treatment of **competition bobsleds and luges**; H.R. 2850, to suspend through June 30, 1978, the duty on **certain latex sheets**, with amendments providing duty-free entry of **synthetic rutile** and providing that **acrylic resin materials** must be usefully processed in a commercial sense before they can be classified as processed for tariff purposes; H.R. 2982, to suspend until June 30, 1980, the duty on **synthetic tantalum/columbium concentrate**, with amendments suspending until the close of June 30, 1980, the duty on concentrate of **poppy straw** and certain **bicycle parts.**

Also H.R. 3093, to provide permanent duty-free treatment for certain **copying lathes** used for making rough or finished shoe lasts and parts thereof, with amendments to provide for duty-free treatment until July 1, 1980, for imports of certain **coarse wool** and to provide duty-free treatment for imports of **istle**; H.R. 3259, to continue until June 30, 1978, suspension of duty on certain **horses**, with amendments to permit duty-free entry of **Canadian crude petroleum and crude shale oil** and to suspend until the close of June 30, 1980, the import duty on **doxorubicin hydrochloride**; H.R. 3373, extending through June 30, 1980, the current suspension of duty on certain classifications of **yarns of silk**; H.R. 5262, authorizing U.S. subscriptions and contributions to six **inter-**

**national financial institutions**, and H.R. 6415, to extend the **Export-Import Bank Act** until Sept. 10, 1978.

## CONGRESS

**Bills Passed—Senate:** The Senate passed and sent to the House, S. 1771, to extend until Sept. 30, 1981, the basic operating authority of the **Overseas Private Investment Corporation.**

The Senate also passed H.R. 5263, to provide tax incentives for the production and conservation of **energy**, with amendments to suspend import duties on **insulation material** for 18 months, and to provide for refund of any increase in duty on refined petroleum products used by a public utility unable to obtain sufficient domestic products. Conferees will meet to resolve the differences between the Senate and House-passed versions of the bill.

**Committee Hearings—House:** The Subcommittee on Trade of the Ways and Means Committee began but did not complete markup of H.R. 8442, to improve the operation of the **adjustment assistance programs** for workers, firms, and communities under the Trade Act of 1974. The Subcommittee also held hearings on the administration of U.S. **antidumping law.** Testimony was heard from public and private witnesses.

The Subcommittee on Commerce, Consumer and Monetary Affairs of the Government Operations Committee held a hearing on the Department of Commerce's plan for implementing **foreign boycott provisions** of the Export Administration Amendments of 1977. Testimony was heard from Deputy Assistant Secretary of Commerce Stanley Marcuss.

The Merchant Marine Subcommittee of the Committee on Merchant Marine and Fisheries held hearings on H.R. 9518, to provide for a three-year period to reach a permanent solution of the **shipping rebating practices** in the U.S. foreign trade. Testimony was heard from private and public witnesses.

**Joint Committee Meetings:** Conferees met to resolve the differences between Senate and House-passed versions of S. 305, to amend the **Securities Exchange Act** so as to require issuers of securities to maintain accurate records, and to prohibit certain bribes. Conferees failed to reach final agreement and recessed subject to call.

**New Legislation:** In the first session of the 95th Congress, 261 trade and related bills have been introduced. Those not previously reported in this column include: H.R. 9746, to amend the **Export-Import Bank Act of 1945** to prohibit the making of loans or financial guarantees under the act to the Republic of South Africa; H.R. 9878, to authorize, direct and encourage the President to enter into **international agreements** in the areas of tax, trade and commerce insofar as they deal with multinational enterprises, and to provide that trade agreements insofar as they affect multinational enterprises should be consistent with certain principles; H.R. 10180, to amend the **meat** import law in order to limit the quantity of certain prepared or preserved beef and veal which may be imported into the United States after 1976.

Also H. Res. 864, H. Res. 875, H. Res. 880 and H. Res. 887, relative to customs duties on **textiles, apparel and fiber products**; S. 2261, to implement the **United Nations Convention** on the Means of Prohibiting and Preventing the Illicit Import, Export, and Transfer of Ownership of Cultural Property; S. 2271, to amend the Trade Act of 1974 to provide that the President may not reduce or terminate **import relief** if the Congress disapproves such action; and S. 2338, to amend the Tariff Schedules of the United States to provide a temporary suspension of the duty on **mineral wool.**

## COMMERCE DEPARTMENT

**Trade Adjustment Assistance for Firms:** The Commerce Department has recently certified 20 firms as eligible to apply for trade adjustment assistance. The firms produce **footwear, frames and handles for handbags, ladies' outerwear garments, photocopy equipment and supplies, mobile homes and boats, raw cane sugar and black strap molasses, and handbags and accessories.**

## LABOR DEPARTMENT

**Workers' Trade Adjustment Assistance Certification:** The Labor Department, having found that 6,382 workers have been or may become unemployed as a result of increased imports, has certified these workers as eligible to apply for trade adjustment assistance. They are or were employed at firms producing the following products: **steel products, sneakers, infants' shoes, machine needles, CB base station units, TV receivers and components, coils and sheets, wearing apparel, and car parts.**

**Denials:** The Department denied petitions for trade adjustment assistance for approximately 11,090 workers engaged in the manufacture or processing of the following products or performance of the following services: **automobiles and parts, steel products, footwear, wearing apparel, shrimp fishing, pig iron, nuts and washers, engraving copper rollers, rotary screens, and installation of marble, granite, limestone, and slate.**

**Investigations:** Of the investigations recently initiated by the Department to determine whether workers at various plants are eligible to apply for adjustment assistance, the products and services most frequently involved are: **footwear, steel products, apparel products, copper mining and processing, television components and assembly thereof, and catching and selling of fish.**

## TREASURY DEPARTMENT

**Antidumping Cases:** The Secretary of the Treasury announced the issuance of a formal finding of dumping of imports of certain **pressure sensitive tape** from Italy. The finding follows the statutorily requisite findings of U.S. sales at less-than-fair value and of injury to a domestic industry as a result of such sales. The finding renders subject imports liable to assessment of special dumping duties.

In other antidumping action, Treasury has withheld appraisement of **viscose rayon staple fiber** imported from Austria following a tentative finding of sales at less-than-fair value. Withholding of appraisement means that the valuation for Customs duty purposes of goods imported after the date of the tentative determination is suspended for up to six months, thus allowing any dumping duties that are ultimately imposed to be levied on those goods.

**Countervailing Duty Cases:** Three countervailing duty cases have recently been terminated with final findings that no significant bounties or grants are being paid on exports to the United States of the items in question. The products involved are imports of **grain oriented silicon electrical steel** from Italy and **leather wearing apparel** from the Republic of Korea, both of which were found to be free of bounties or grants, and imports of **cordage** from the Republic of Korea, for which bounties or grants bestowed were deemed to be so minimal as to be non-countervailable under U.S. law.

The Treasury Department has also issued a preliminary finding that bounties or grants are being paid or bestowed on exports of **leather handbags** from Colombia.

## INTERNATIONAL TRADE COMMISSION

**Section 201-Import Relief:** The Commission determined by a 3-1 vote that **high-carbon ferrochromium** imports are a substantial cause of the threat of serious injury to domestic producers and recommended that the import duties be increased to remedy the situation. The determination and recommendation follow an "escape clause" investigation initiated pursuant to a petition filed under section 201 of the Trade Act of 1974 and have been forwarded to the President for his consideration.

**Antidumping Cases:** The U.S. International Trade Commission has determined that U.S. sales at less-than-fair value of imports of **animal glue and inedible gelatin** from West Germany, the Netherlands,

Sweden and Yugoslavia are causing injury to a domestic industry. The injury investigation followed a Treasury determination of sales at less-than-fair value of the subject products.

**Section 337-Unfair Trade Practices:** The Commission has ordered terminated the investigation regarding certain **light shields for sonar apparatus** initiated pursuant to section 337 of the Tariff Act of 1930. The order followed grant of a joint motion of the complainants and respondents to terminate the case which involved alleged infringement of a U.S. patent by imported goods. The Commission determined, for purposes of the motion, that no violation of section 337 was proven.

### INTERNATIONAL

**Foreign Antidumping Actions:** Canada has announced preliminary determinations that **maleic anhydride** and **ball-type metal furniture casters** originating in or exported from the United States are being dumped in Canada. Both cases have been referred to the Canadian Antidumping Tribunal for determinations regarding the existence of material injury and consideration of the amount of provisional duty to be paid.

In other Canadian action, Revenue Canada has announced the initiation of a new antidumping case regarding certain **strapping and tying machines and parts** originating in or exported from the United States.

**Foreign Safeguard Actions:** Australia has announced extension of its quantitative restrictions on **assembled passenger motor vehicles** until Dec. 31, 1979. The restrictions were introduced in accordance with Article XIX of the General Agreement on Tariffs and Trade (GATT) and the decision to continue them was deemed necessary as a temporary measure to prevent further disruption of the Australian motor vehicle industry.

## USSR To Sponsor Sporting Equipment Show Next Spring

Moscow will be the scene Apr. 4-13 of an exhibition of sporting equipment, including goods for skiing, skating, track and field events, fencing, archery, gymnastics, water sports and boating, as well as sportswear.

Interested U.S. firms should send copies of their catalogs covering possible exhibit items to: Expocenter USSR, Chamber of Commerce and Industry, 1-A Sokolnicheski Val 107113, Moscow; and a copy to V. Zaytsev, Organizing Committee for the 1980 Olympic Games in Moscow, 22-A Gorky St., 103050, Moscow, USSR. For additional information, contact Robert B. Dollison, Bureau of East-West Trade, U.S. Department of Commerce, Room 4816, Washington, D.C. 20230; phone, 202-377-4002.

**AT U.S. EXHIBITOR'S BOOTH**—*Visitors watch a Clarke-Gravely demonstration of carpet-cleaning machinery displayed during the fifth Tehran International Trade Fair.*

## U.S. Products Draw Buyers At Tehran International Fair

The Tehran International Trade Fair demonstrated this fall that it has become an important vehicle for promoting sales of both consumer goods and industrial equipment in an expanding market in which the U.S. is a major supplier. While the fair attracts large crowds of people who come to see the latest in consumer goods and industrial technology, key government officials and businessmen come to the fair as well to transact business.

Most of the nearly two million people who visited the fifth fair in the annual series stopped in at the attractive American pavilion. Twenty-eight American exhibitors participated in this increasingly popular event in Iran's capital city in which the products of 43 countries were shown.

About a third of the U.S. exhibitors displayed such items as home appliances, sewing machines, and furniture; among the others were packaging machinery, electronic measuring devices, and helicopters. Floor sales in the U.S. pavilion reached $470,050 and 12-month projected sales, more than $14 million.

Control Data's manager commented that "results exceeded our expectations for identifying new prospects for our products." FMC sold a packaging machine within the first few days of the fair and commenced negotiations for the sale of five additional machines. Allis Chalmers, introducing a new line of small agricultural equipment, developed five potential leads and plans to appoint a representative within the next year. Clarke Graveley, exhibiting its floor and rug cleaning machinery for the second time, expects to become a leader in the Iranian market in this field.

## Medical Equipment Exposition To Be Held In Bucharest

U.S. manufacturers in the biomedical, hospital, and public health fields are invited to exhibit their products at an all-American congress and exposition to be held in Bucharest, Romania, June 19-23. The congress will feature speakers from the departments of medicine of prominent U.S. universities. The exhibition will promote the products and technology of American manufacturers in the biomedical, hospital and public health fields.

BIOMED '78 is being organized with the cooperation of the Romanian Government and the U.S. Department of Commerce. It will be the second BIOMED event to be held in Bucharest; the first was in 1976. For additional information, write: Steven K. Herlitz, Inc., 850 Third Ave., New York, N.Y. 10022.

## BRAZILIANS BUY U.S. PRINTING EQUIPMENT DESPITE IMPORT DUTIES

In Brazil, where educational levels are rising, an estimated two to four times as many people are studying today as in 1964, indicating a growing demand for printed materials over the next ten years.

Even so, exhibitors of printing and graphic arts equipment at a recent U.S. Trade Center show in Sao Paulo were pleasantly surprised by their sales successes. Why the surprise? Because temporary government import restrictions, to alleviate balance-of-payments difficulties, greatly increase the cost of U.S. equipment for Brazilian buyers. Nevertheless, virtually all of the equipment exhibited was sold outright or held in Brazil pending completion of sales negotiations.

Floor sales reached $551,000 and 12-month sales by the 20 participants were projected at $2.5 million. Thus, the exhibition demonstrated that customers are willing to buy some types of equipment despite the substantial extra costs brought about by hefty duties and a prior import deposit requirement.

As the government's intent is to limit imports to those items needed for economic growth, specialized and technically advanced equipment not locally produced has the best potential. Among the most likely prospects are semi-industrial offset and programmable offset printers, electronic printing plate makers, photo composition equipment, three-dimensional labeling materials, automatic binders and electronic distance-measuring instruments.

Brazil's import restrictions have stimulated production of printing and graphic arts equipment, and as a result, many kinds are produced within the country. Also, given Brazil's low labor costs, demand for highly automated equipment may not be as great as in the United States. But in product areas of no "national similars," U.S. prices were not found to be a deterrent to prospective sales. Against third country imports, U.S. products compete favorably.

The most effective means of competing with products already being produced in Brazil is to establish assembly/manufacturing operations in the country. U.S. standards are widely accepted because there is no institutionalized system of Brazilian industrial standards.

**BUSINESS CENTER IN PRAGUE**—*Formally opening the U.S. Embassy's new Business Facilitation Center, Amb. Thomas R. Byrne (second from left) presents travel information to Jaroslav Pinkava, Pres.,* CENTROTEX *foreign trade company and Co-Chairman of Czechoslovak-U.S. Economic Council, who was soon to depart for Council meeting in Washington. Also shown: Ludvik Cerny (left), Pres., Czechoslovak Chamber of Commerce, and Robert Montgomery, U.S. Embassy.*

## U.S. Business Center Opens In Czechoslovakia

U.S. company representatives interested in the Czechoslovakian market now have an operating base in Prague—through recently expanded facilities at the American Embassy.

An attractive, modern office at the Embassy's main entrance is audiovisually equipped for sales presentations before small groups of Czechoslovak commercial and technical officials. The three-room Business Facilitation Center, which contains reference materials on the Czechoslovak market, will also provide office space for business visitors who come to make contact with Czechoslovak firms and organizations.

The center was inaugurated by Ambassador Thomas R. Byrne. Attending the opening were representatives of the Czechoslovak Ministries of Foreign Trade and Foreign Affairs, the Czechoslovak Chamber of Commerce, and representatives of various banks and foreign trade companies who comprised the Czechoslovak delegation to the Second Session of the Czechoslovak-U.S. Economic Council, hosted in October by the U.S. Chamber of Commerce in Washington.

American firms interested in establishing themselves in the Czechoslovak market are invited to make full use of the center's services. The staff of the U.S. Embassy, at Trziste 15, Mala Strana, is ready to assist visiting businessmen with advice on marketing in Czechoslovakia, help in making appointments, arranging seminars, and other promotional services.

**U.S. TRADE CENTER SHOW, SAO PAULO**—*Of particular interest was the advanced electronic distance measuring equipment (left), recently introduced in Brazil. At right, computerized composition machinery being scrutinized by Brazilian printers.*

## INDIA'S ECONOMY SHOWS SOME TROUBLE SPOTS, BUT GROWTH CURVE POINTS UP

India's economic growth this year and next should be above average, perhaps 4-6 percent, primarily because the third consecutive year of good monsoons is likely to bring about a record or near-record rice crop and improved production of commercial crops over last year. On the other hand, the industrial sector is facing several difficulties, particularly labor unrest, slack consumer demand, power shortages and higher input costs. The Janata Government has yet to formulate its major economic policies, and there is considerable uncertainty how it will implement its objectives of emphasizing agriculture and small-scale, labor-intensive industries.

### Inflation is under control

Although there has been considerable criticism from the opposition about rising retail prices of some essential consumer goods, the U.S. Embassy in New Delhi notes that wholesale prices have been relatively stable in the past few months. The average inflation rate (based on wholesale prices) this fiscal year (ending March 31) may be in the range of 6-8 percent. However, the budget deficits of the Central and state governments are expected to be higher than originally projected. To alleviate the problem of insufficient rupee resources the government is hoping to increase the rates of private savings and investment.

India had a foreign trade surplus of about $80 million last fiscal year, and another surplus of perhaps $200-250 million is expected in 1977-78. Both increased exports and the cessation of commercial foodgrain imports are the major reasons for this improved trade balance. Earnings from exports and tourism, external aid disbursements of around $2 billion per year, and remittances from Indians abroad have caused record foreign exchange reserves of almost $5 billion. The government has been attempting, without significant success, t. use its reserves by implementing a more liberal import policy.

Trade between the United States and India this year is expected to total approximately $1.5 billion, compared to $1.8 billion in 1976. This bilateral trade will probably be close to balance this calendar year, in contrast to the usual pattern of U.S. exports to India being dominant. During January-September 1977 U.S. exports to India were $550 million and U.S. imports from India $572 million. The United States remains India's largest trading partner.

Whereas the U.S. share of the Indian market was almost 25 percent last year, it may be only about 15 percent or even less in 1977. The major reason for this drop has been the temporary cessation of commercial shipments of U.S. foodgrains. Imports of edible vegetable oils and cotton from the United States are expected to decline in the coming fiscal year.

On the other hand, the government's desire to implement a liberalized import policy and to use its growing foreign exchange reserves provides good opportunities for selling American equipment and spare parts to India. U.S. exporters should pay particular attention to such areas as mining, gas and oil exploration, power generation, electronics, process control, computer peripherals, chemicals, synthetic fibers and telecommunications.

American companies have recently won important contracts in several sectors of the economy. Brown and Root has been given the contract to build two subsea pipelines (oil and gas) from the offshore Bombay High oilfield to terminal facilities in the Bombay area. Several U.S. firms will be involved in the expansion of a cold rolling mill for the Russian-built Bokaro steel complex. The Kudremukh project, being developed by Met-Chem Consultants, a Canadian subsidiary of U.S. Steel, is scheduled to begin delivery of iron ore concentrates to Iranian steel mills in 1980. Also, there are opportunities for joint ventures in the development of India's vast bauxite reserves, including the construction of alumina production facilities, and the processing of iron ore deposits.

U.S. Department of Commerce figures show that at the end of 1976 U.S. direct investment in India amounted to $362 million, down slightly from the previous year primarily because of required equity disinvestment by EXXON and CALTEX. Most U.S. firms there are in three areas: chemicals and allied products ($103 million), machinery ($83 million) and petroleum ($70 million). In 1976 adjusted earnings on U.S. direct investment in India amounted to $26 million, resulting in a rate of return of just over 7 percent (about one-half the world average for U.S. investment in foreign countries).

### Tight rein on investment

Foreign businesses have not been eager to invest in India because of government regulations and insufficient domestic consumer demand. In particular, the Foreign Exchange Regulations Act (FERA) limits foreign equity holdings to 40 percent unless a firm produces priority, technically sophisticated and/or exportable goods, in which case foreign equity can be up to 74 percent.

The new government has indicated that it intends to implement fully the FERA guidelines. Practically all of the American companies operating in India have reached agreement with the government on compliance with the FERA. However, in recent weeks both Coca Cola and IBM decided they could not accept the equity dilution requirement and so will probably termi-

**DISCUSSING BUSINESS IN BOMBAY**—*A local agent (left) makes a point with visitor at catalog exhibit featuring electronic instrument production and test equipment. The Jan. 11-Feb. 10 show also visited New Delhi, Calcutta, Hyderabad and Bangalore.*

nate their commercial operations in India.

The outlook for any substantial foreign investment there remains uncertain, despite the country's need for highly developed technology from western countries. Nevertheless, there are selected investment opportunities. Technical collaboration with Indian firms is one possibility. Also, the Government of India is very much interested in cooperation between U.S. and Indian firms in bidding for third-country projects, particularly in the Middle East and Southeast Asia. India is developing growing experience in the construction field (e.g., airports, housing) in foreign countries and has the capacity to build power projects and modern fertilizer plants. Indian firms can best supply low-cost equipment and technically trained personnel, but often need high technology items and managerial expertise from the advanced industrial countries.

## U.S. Firms Advised To Cultivate Peru's Market In Anticipation Of Improved Economic Scene

Peru's economy has been growing at an apparent rate of less than 1 percent this year, reports the U.S. Embassy in Lima, but current policies should restore a high level of activity by 1979.

The recession in the manufacturing-urban sector continues, and scant relief can be expected in 1978. Present indications on performance of agriculture and fishing in 1977 are also less encouraging than forecasts made earlier in the year. However, developments in the mining sector are favorable, with strong increases in petroleum, copper and iron ore output.

The government reaffirmed its adherence to orthodox monetary and fiscal policies in an Oct. 10 exposition of the Minister of Economy and Finance, which announced successful conclusion to the September round of negotiations with the IMF. This major economic policy address announced a new floating exchange rate, increases in various taxes, and the third cutback in central government expenditures for the year.

Even though Peru's 1977 balance of payments performance is expected to indicate a marked improvement from the 1975 and 1976 results, a strongly negative international reserve position and sizable external debt service scheduled for 1978 suggest the need for a new and substantial external credit package.

Because of the current recession, U.S. exports to Peru in 1978 will show little growth. Approximately two-thirds of Peru's imports are linked to the manufacturing industry, and are raw materials, intermediate goods, and machinery. Therefore, the currently depressed state of this sector reduces import requirements. However, as Peru's balance of payments improves, and particularly by 1979 as a result of present austerity measures, Peru's import market will also expand.

The lack of foreign exchange available to Peruvian buyers is also an important factor inhibiting growth of U.S. exports. Competitive financing continues to be the most important factor in determining sales in the face of foreign exchange scarcity and reduced domestic credit availability. Dollars allocated to importers by the government were further reduced in the second half of 1977 and do not cover normal operating requirements, making the provision of financing an even more urgent requirement for U.S. companies doing business there. How the new floating exchange system will affect the government's policy of authorizing the importation of only high priority items is uncertain. Although the new foreign exchange system appears to presage a more liberal exchange policy, continuation of the prior import license system will probably continue to restrict imports.

Best prospects for exports to Peru continue to be the major investment projects under way in the public sector and the small, but growing, non-traditional exports sector. The major categories of non-traditional exports are processed foods, chemical goods such as insecticides, cured leather goods, fabrics, and various types of metal goods. The government recently promulgated a regulation allowing duty-free importation of raw materials and intermediate goods to be used in the non-traditional export sector. However, the effectiveness of this measure is reduced by the ever-present problems of foreign exchange shortages and reduced domestic credit.

The major investment projects in the public sector are also hampered by these problems, but some projects are being carried out. For example, Centromin is investing heavily in the expansion of its copper refining circuit and zinc refinery at La Oroya, its anodic sludge and waste mine water treatment plants at Cerro de Pasco, and expansion of its Cobriza mine and concentrator. Petroperu continues to project substantial investments in a petroleum refinery and an ammonia-urea complex at Bayovar, the terminus of the trans-Andean pipeline. The Ministry of Transportation maintains plans for financing the construction of six new airports in the interior and the modernization of several existing ones.

To the extent that foreign exchange resources permit, government ministries and semi-autonomous agencies will also be investing in energy systems, communications networks, sanitation, water and sewage lines, fishing ports, irrigation projects, shipbuilding, cement plant expansion, food processing and distribution facilities, educational centers, tourism, and medical equipment.

U.S. firms which intend to share in the automotive sector of the Andean Common Market will need to make basic decisions promptly. The deadline for Peru, Colombia and Venezuela to choose the basic models they will produce is the end of 1978. The planned shift from kit assembly to full production will generate increased demand for machine tools and other elements of production in a wide variety of areas.

While there are few prospects for immediate sales, the anticipated course of the economic situation will eventually improve the opportunities for U.S. firms to export to Peru. Efforts must be made now to assure that U.S. firms are in a position to compete when the economic situation does improve.

NEW EXCHANGE EARNER IN PERU—*The Pepesca fish processing facility constructed at Paita will bring in additional foreign exchange to help finance imports.*

## Drop In Cotton Production Sets Back Chad's Economy

Economic prospects in Chad are not as favorable as a year ago, according to the U.S. Embassy in N'Djamena. The outlook for cotton determines this Central Africa nation's economic destiny. and cotton production this year has regressed to former levels after a bumper crop in 1976. Nevertheless, the Embassy adds that some market opportunities exist for American products as the Government of Chad moves to diversify its trade away from France.

The balance of trade deficit continues to grow, oil and transportation costs continue to rise, and security is an ever increasing problem. The consumer price index is rising at a rate of 12 percent a year. Despite government price controls, black market price levels for food have been increasing rapidly as more land is being diverted from food production to cotton.

Approximately 93 percent of the Chadian population is involved in agriculture. Cotton is the only major cash crop, while peanuts, millet and sorghum are raised for local consumption. The livestock industry, which has not yet recovered from the drought of the early 70's, was hampered in 1976 by another more localized drought period.

The industrial segment of the Chadian economy is insignificant; only cotton cloth, beer and cigarettes are manufactured locally. There are assembly plants for bicycles, motorbikes and radios.

### Prospects are limited

The long-term development outlook for Chad is limited. The nation must contend with the problems of lack of proven natural resources, land-locked geography, a desert the size of Texas, and inadequate communication and transportation infrastructure. Chad remains one of the world's most undeveloped countries. It continues to receive substantial sums of emergency and developmental assistance from the United States, France and others. Government development projects are well intentioned, but lack trained personnel and capital. Security problems and costs are also a handicap to development.

Petroleum has been discovered in the southern region near Doba and to the north of Lake Chad, providing a potential bright spot in a dismal economic picture. If the discoveries are in commercially exportable quantities, the economic situation of Chad could change rapidly. There are plans for a "mini-refinery" in N'Djamena which could produce most major petroleum products except aircraft fuel and lubricants. This would supply 60 percent of the nation's petroleum needs.

French goods and services dominate the local market because they are familiar products and the French commercial system is well entrenched in Chad. American merchandise also is disadvantaged by infrequent U.S. shipping schedules to West Africa. U.S. goods now sold in Chad include agricultural equipment, outboard motors, and road maintenance machinery.

**FORT LAMY INTERNATIONAL AIRPORT**—*Chad's economy is still primarily oriented towards France, but there is some effort to develop commerce with United States.*

The Chadian Government has expressed interest in decreasing its commercial dependence on France by expanding trade with other countries. The possibility for sales of consumer goods is limited, however, by the small Chadian market, whose purchasing power stems from a tiny European and Chadian elite supplemented by a subsistence population. Consumer items which could have sales potential in Chad include low-cost or used clothing and home cooling equipment. Outside the consumer market, simple industrial machinery and irrigation equipment are possible trade items.

State-run companies control a large segment of cash crop agriculture in Chad. These companies are potential buyers of U.S. agricultural implements and supplies. For example, the cotton industry in Chad has long been satisfied with its American ginning equipment.

When considering possible sales in Chad, note that international organizations contribute substantial sums for large capital development projects. These funds often require use of the products or services of the donor countries, but the opportunity exists for American firms and consultants to take part in projects financed both by the United States and such international organizations as the World Bank.

After the country's mini-refinery is installed, it is hoped energy costs will stabilize or decrease. More and cheaper energy might make projects such as glass bottle manufacturing and cement production feasible. The Chadian Government has expressed interest in both.

French is necessary in order to make a successful presentation in Chad, and all documents should be translated prior to arrival as there are no professional translators available. Visas are required for entrance into Chad. These may be obtained at the Chadian Embassy in Washington. One is advised to contact the Embassy well in advance of departure. Interested companies can obtain further information on Chad from their regional U.S. Department of Commerce Office.

# Calendar For World Traders

**Jan. 3 — New York — FCIB Roundtable Conference, Summit Hotel.**

**Jan. 5—Memphis—Mid-South Exporters' Roundtable, Monte's Restaurant.**

**Jan. 5—Danbury, Conn.—Seminars on Nigeria and the African Continent, and Foreign Business Practices. Sponsors: Connecticut District Export Council, the Commerce Department's Hartford District Office, and Danbury Chamber of Commerce.**

**Jan. 11—New York—FCIB Book Exporters Credit Group meeting, Summit Hotel.**

# Commercial Holidays In 145 Lands Offered To Help Guide Business Travelers In 1978

U.S. business executives traveling abroad in 1978 are advised to consider commercial holidays when plotting their itineraries. Almost every day in the year there will be an official holiday somewhere in the world that will effectively shut down the celebrating country for business purposes.

A visitor to Argentina on Aug. 17, for example, would find the local citizens observing the Death of San Martin; business in Saudi Arabia will be suspended for two extended periods during the year while Saudis observe religious holidays; holidays in various regions in Germany will close businesses there while the rest of the country remains at work. These are a few examples of the hundreds of commercial holidays abroad that will keep office doors locked and prospective business contacts unavailable.

On this and following pages, commercial holidays are listed for more than 140 countries, presented alphabetically, around the world.

The list was compiled from data assembled by Commercial Officers at U.S. Foreign Service Posts abroad.

Many commercial holidays occur on different calendar dates from year to year. Holidays and even weekends often vary from country to country, and from region to region. Some holidays do not recur from one year to the next, while other holidays may vary in duration as well as calendar date.

In cases where holidays fall on Saturday or Sunday, a common occurrence in 1978, commercial establishments may be closed on the preceding Friday or following Monday.

For many countries, such as those in the Moslem world, holiday dates can be only estimated (marked est.) because they are based on the lunar calendar. Note that references to the Moslem holidays often vary in spelling and dates, and that businesses in many Moslem countries are closed on Fridays.

Although U.S. holidays are not included in this schedule, they should also be considered when appointments are made with U.S. Commercial Officers abroad.

The calendar is intended as a working guide only. Corroboration of dates is suggested in final business travel planning.

**AFGHANISTAN**—Feb. 15 (Inauguration Day), Feb. 19 est. (Milad-e-Nabi), March 21 (Nawroz), May 27 (Independence Day), July 17-19 (Republic Day), Aug. 5 est. (First of Ramazan), Aug. 31 (Pushtoonistan Day), Sept. 4-6 est. (Id-e-Fitr), Sept. 9 (National Assembly Day), Nov. 10-13 est. (Id-e-Azha), Dec. 11 est. (Tenth of Moharram).

*The Afghan Government and many business firms observe a workweek of Saturday through Wednesday and Thursday morning.*

**ALGERIA**—Jan. 1 (New Year's), Feb. 20 est. (El-Mouloud en Nabaoui), May 1 (May Day), June 19 (Revolutionary Recovery Day), July 5 (Independence Day), Sept. 5 est. (Id-al-Fitr), Nov. 1 (Revolution Day), Nov. 11 est. (Id-al-Adha), Dec. 2 est. (Moharram), Dec. 11 est. (Ashura).

**ANTIGUA**—Jan. 2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), July 4 (Caribbean Day), Aug.7-8 (Summer Carnival), Nov. 1 (Statehood Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**ARGENTINA**—Jan. 1 (New Year's), March 23 (Maundy Thursday), March 24 (Good Friday), May 1 (Labor Day), May 25 (Revolution Day), June 20 (Flag Day), July 9 (Independence Day), Aug. 17 (Death of San Martin), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**AUSTRALIA**—Jan. 2 (New Year's), Jan. 30 (Australia Day), March 24 (Good Friday), March 27 (Easter Monday), April 25 (ANZAC Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Regional holidays: March 6 (Labor Day), Western Australia and Tasmania; March 13 (Labor Day), Victoria, (Canberra Day), A.C.T.; May 1 (Labor Day), Queensland; May 15 (Cup Day), South Australia; June 5 (Foundation Day), Western Australia, (Queen's Birthday), Victoria, Queensland; June 12 (Queen's Birthday), New South Wales, A.C.T., South Australia, Tasmania; Aug. 16 (Exhibition Day), Queensland; Sept. 27 (Show Day), Western Australia; Sept. 28 (Show Day), Victoria; Oct. 2 (Labor Day), New South Wales and A.C.T.; Oct. 9 (Labor Day), South Australia, (Queen's Birthday), Western Australia; Nov. 7 (Melbourne Cup Day), Victoria.*

**AUSTRIA**—Jan. 1 (New Year's), Jan. 6 (Epiphany), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), May 25 (Corpus Christi), Aug. 15 (Assumption), Oct. 26 (National Holiday), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen's).

*Also, many businesses will be closed on the following days which are part of long weekends: May 5, May 26, Aug. 14, Oct. 27.*

*Regional holidays: March 19 (St. Joseph), Carinthia, Styria, Tyrol, Vorarlberg; Sept. 24 (St. Rupert), Salzburg; Oct. 10 (Plebiscite Anniversary), Carinthia; Nov. 11 (St. Martin), Burgenland; Nov. 15 (St. Leopold), Lower and Upper Austria, Vienna. Regional holidays are mainly observed by schools and farmers. Some public offices and a few business enterprises may also be closed.*

**BAHAMAS**—Jan. 2 (New Year's Day), March 24 (Good Friday), March 27 (Easter Monday), May 15 (Whit Monday), June 2 (Labor Day), July 10 (Independence Day), Aug. 2 (Emancipation Day), Oct. 12 (Discovery Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BAHRAIN**—Jan. 1 (New Year's), Feb. 19 est. (Prophet's Birthday), Sept. 3-5 est. (Id-al-Fitr), Nov. 10-12 est. (Id-al-Adha), Dec. 1 est. (Islamic New Year's), Dec. 9-10 est. (9th & 10th days of month of Muharram), Dec. 16 (National Day).

*The Bahrain business and government weekend is Friday, the U.S. Embassy's weekend Thursday and Friday.*

**BANGLADESH**—Feb. 21 (Shaheed Day), March 26 (Independence Day), April 14 (Bengali New Year), May 1 (May Day), Nov. 7 (National Revolution Day), Dec. 16 (Victory Day), Dec. 25 (Christmas).

**BARBADOS**—Jan. 2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 15 (Whit Monday), July 4 (Caribbean Day), Oct. 2 (U.N. Day), Nov. 30 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BELGIUM**—Jan. 1 (New Year's), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), July 21 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 11 (Veterans Day), Dec. 25 (Christmas).

*Regional holiday: July 11 (Flemish Day), partial holiday in North of Belgium.*

**BELIZE**—Jan. 1-2 (New Year's), March 9 (Baron Bliss Day), March 24 (Good Friday), March 25 (Holy Saturday), March 27 (Easter Monday), May 1 (Labor Day), May 24 (Commonwealth Day), Sept. 10-11 (National Day), Oct. 12 (Pan American Day), Nov. 19-20 (Garifuna Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BENIN**—Jan. 1 (New Year's), Jan. 16 (Martyrs' Day), sometime in January or February (Feast of the Sheep), sometime in February or March (Tabaski), April 1 (Abdoulaie Issa's Day), May 1 (May Day), Oct. 26 (Armed Forces), Nov. 30 (National Day), Dec. 25 (Christmas), Dec. 31 (Production Day).

**BERMUDA**—Jan. 1-2 (New Year's), March 24 (Good Friday), May 24 (Commonwealth Day), June 12 (Queen's Birthday), Aug. 3 (Cup Match Day), Aug. 4 (Somer's Day), Nov. 13 (Remembrance Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BOLIVIA**—Jan. 1 (New Year's), March 24 (Good Friday), May 1 (Labor Day), May 25 (Corpus Christi), Aug. 6 (Bolivian Independence Day), Dec. 25 (Christmas).

*Depending on decisions of local authorities, the following holidays may be observed by individual municipalities: Feb. 10 (Oruro Day), July 16 (La Paz Day), Sept. 14 (Cochabamba Day), Sept. 24 (Santa Cruz Day).*

**BOTSWANA**—Jan. 1-2 (New Year's), Jan. 3 (Public Holiday), March 24 (Good

Friday), March 27 (Easter Monday), May 4 (Ascension), July 10 (President's Day), July 11 (Public Holiday), Sept. 30 (Independence Day), Oct. 2 (Public Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BRAZIL**—Jan. 1 (New Year's), Feb. 6-7 (Carnival), March 24 (Good Friday), April 21 (Tiradentes), May 1 (Labor Day), May 25 (Corpus Christi), Sept. 7 (Independence Day), Nov. 2 (All Soul's), Nov. 15 (Proclamation of the Republic), Dec. 25 (Christmas).

*Regional holidays: Jan. 25 (Anniversary of Sao Paulo), Sao Paulo only; Oct. 12 (Nossa Senhora Aparecida), Brasilia only; Dec. 8 (Immaculate Conception), Brasilia only.*

**BRITISH VIRGIN ISLANDS**—Jan. 2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 15 (Whit Monday), May 24 (Commonwealth Day), July 1 (Territory Day), Aug. 7-8 (Public Holidays), Oct. 21 (St. Ursula's Day), Nov. 14 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**BULGARIA**—Jan. 1 (New Year's), May 1-2 (May Day), May 24 (Education Day), Sept. 9-10 (Liberation Day), Nov. 7 (Revolution Day).

**BURMA**—Jan. 4 (Independence Day), Jan. 9 (Karen New Year), Feb. 12 (Union Day), March 2 (Peasants' Day), March 23 (Full Moon of Tabaung), March 27 (Resistance Day), April 14-16 (Water Festival), April 17 (Burmese New Year), May 1 (Labor Day), sometime in May (Full Moon of Kason), July 19 (Full Moon of Waso and Martyrs' Day), Oct. 16 (Full Moon of Thadingyut), Nov. 14 (Full Moon of Tazaungmon), Nov. 24 (National Day), Dec. 25 (Christmas), Dec. 29 (Karen New Year).

**BURUNDI**—Jan. 1 (New Year's), May 1 (Labor Day), May 4 (Ascension), July 1 (Independence Day), Aug. 15 (Assumption), Sept. 18 (Assassination of National Hero), Nov. 1 (Republic Day and All Saints), Dec. 25 (Christmas).

**CAMEROON**—Jan. 1 (New Year's), Feb. 11 (Youth Day), March 24 (Good Friday), May 1 (Labor Day), May 4 (Ascension), May 20 (National Day), Aug. 15 (Assumption), Sept. 1 est. (End of Ramadan), Nov. 8 est. (Feast of the Lamb), Dec. 25 (Christmas).

**CANADA**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 22 (Victoria Day), July 3 (Canada Day), Sept. 4 (Labor Day), Oct. 9 (Thanksgiving), Nov. 13 (Remembrance Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day—in the Province of Quebec, commercial businesses usually are open after 1 p.m.).

*Regional holidays: June 23 (St. Jean Baptiste Day), Quebec only; Aug. 7 (Civic Holiday), Ontario, Alberta, British Columbia and Manitoba only.*

**CENTRAL AFRICAN EMPIRE**—Jan. 1 (New Year's), Feb. 22 (Emperor Bokassa's Birthday), March 29 (Anniversary of President Boganda's Death), May 1 (Labor, Culture and Mother's Day), Dec. 1 (National Day), Dec. 25 (Christmas).

*In addition, Dec. 4 (Anniversary of Emperor Bokassa's coronation) may be declared a national holiday, presumably to replace Dec. 1.*

*Some local businesses also observe religious holidays on March 27 (Easter Monday), May 4 (Ascension), May 15 (Whit Monday), Aug. 15 (Assumption), Nov. 1 (All Saints Day).*

**SECHSELAUTEN IN ZURICH**—*On an April Monday the reign of Winter is brought to an end. At exactly 6 p.m. the "Böögg," a snowman of cotton filled with firecrackers, is ignited and blows up magnificently, while guilds ride around the funeral pyre on horses. Businesses in the rest of Switzerland will be open on this regional holiday, which falls on April 17 in 1978. More than 30 local holidays dot the Swiss calendar.*

**CHAD**—Jan. 1 (New Year's), early March (approximate date of Birth of the Prophet), March 26-27 (Easter), April 13 (National Day), May 1 (Labor Day), May 4 (Ascension), May 25 (African Continental Liberation Day), Aug. 11 (Independence Day), Aug. 15 (Assumption), middle of Sept. (estimated end of Ramadan—Aid El Kebia), Nov. 1 (All Saints), late November (Aid Al Adha), Nov. 28 (Proclamation of Republic), Dec. 25 (Christmas).

**CHILE**—March 24 (Good Friday), May 1 (Labor Day), Aug. 15 (Assumption), Sept. 18 (Independence Day), Sept. 19 (Day of the Army), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**CHINA, PEOPLE'S REPUBLIC**—Jan. 1 (New Year's), Feb. 7-9 (Spring Festival), May 1 (International Labor Day), Oct. 1-2 (National Day).

**COLOMBIA**—Jan. 1 (New Year's), Jan. 6 (Epiphany), March 19 (St. Joseph), March 23 (Holy Thursday), March 24 (Good Friday), May 1 (Labor Day), May 4 (Ascension), May 25 (Corpus Christi), June 2 (Feast of the Sacred Heart), June 29 (Sts. Peter & Paul), July 20 (Independence Day), Aug. 7 (Battle of Boyaca), Aug. 15 (Assumption), Oct. 12 (Columbus), Nov. 1 (All Saints), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**COSTA RICA**—March 23 (Holy Thursday), March 24 (Good Friday), April 11 (Juan Santamaria), May 1 (Labor Day), May 25 (Corpus Christi), June 29 (Sts. Peter & Paul), July 25 (Annexation of Guanacaste), Aug. 2 (Our Lady of Los Angeles), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

*Many local firms, primarily those in manufacturing, close for 2 to 3 weeks (mid-December/early January) for the Christmas and New Year's holidays.*

**CYPRUS**—Jan. 1 (New Year's), Jan. 6 (Epiphany), Feb. 20 (Birthday of the Prophet), March 13 (Green Monday), March 25 (Greek Independence Day), April 23 (Opening of the Turkish Grand National Assembly), April 28 (Good Friday), April 29 (Holy Saturday), April 30 (Greek Easter), May 1 (Easter Monday), May 19 (Turkish Youth Day), Aug. 15 (Assumption), Aug. 30 (Turkish Victory Day), Sept. 4 (Ramazan Bairam), Oct. 1 (Cyprus Independence Day), Oct. 28 (OHI Day), Oct. 29 (Turkish Republic Day), Nov. 11 (Kurban Bairam), Dec. 24-25 (Christmas), Dec. 26 (Boxing Day).

**CZECHOSLOVAKIA**—March 27 (Easter Monday), May 1 (Labor Day), May 8-9 (Liberation), Dec. 25-26 (Christmas).

**DENMARK**—Jan. 1 (New Year's), March 23 (Maundy Thursday), March 24 (Good Friday), March 27 (Easter Monday), April 21 (Prayer Day), May 4 (Ascension), May 15 (Whit Monday), June 5 (Constitution Day), Dec. 25 (Christmas), Dec. 26 (Second Christmas Day).

*May 1 (Labor Day), Dec. 24, and Dec. 31 are traditional half-day holidays, and most businesses and banks are closed.*

**DJIBOUTI (formerly Territory of the Afars and Issas)**—Jan. 1 (New Year's), May 1 (Labor Day), June 27 (Independence Day).

*Dates for the following variable holidays are not yet available for 1978: Aid El Fitr, Aid El-Adha, Awal Mouharam, Mouloud.*

**DOMINICA**—Jan. 2 (New Year's), Feb. 6-7 (Carnival), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 15 (Whit Monday), Aug. 7 (Public Holiday), Nov. 3-4 (National Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**DOMINICAN REPUBLIC**—Jan. 1 (New Year's), Jan. 21 (Nuestra Senora De La

Altagracia), Jan. 26 (Dia De Duarte), Feb. 27 (Independence Day), March 24 (Good Friday), May 1 (Labor Day), May 16 (Election Day), May 25 (Corpus Christi), Aug. 16 (Dominican Restoration Day), Sept. 24 (Nuestra Senora De Las Mercedes), Dec. 25 (Christmas).

**ECUADOR** — March 24 (Good Friday), May 24 (Battle of Pichincha), Aug. 10 (Independence Day), Oct. 12 (Columbus Day), Nov. 3 (Independence of Cuenca), Dec. 6 (Founding of Quito), Dec. 25 (Christmas).

**EGYPT**—Feb. 19 est. (Mulid Al Nabi), March 8 (Syrian Revolution Day), May 1 (Sham Al Nassim and Labor Day), June 18 (Evacuation Day), July 23 (Revolution Day), Sept. 1 (Libyan Revolution Day), Sept. 3-6 est. (Id Al Fitr), Oct. 6 (Armed Forces Day), Oct. 24 (Popular Resistance Day), Nov. 10-14 est. (Kurban Id), Dec. 1 (Islamic New Year's).

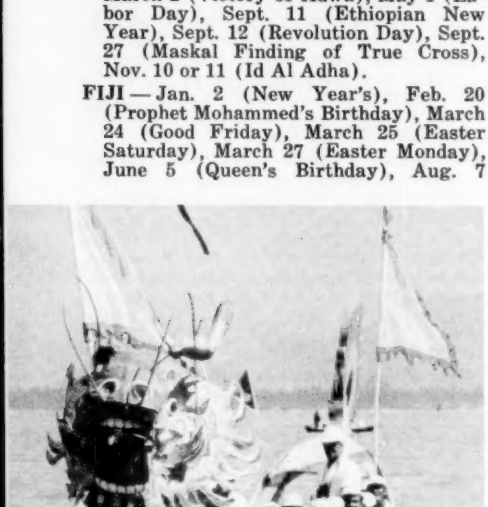
*Feb. 22 (Unity Day) and Dec. 23 (Victory Day) are usually listed as official local holidays but are observed, as a rule, only by schools and universities.*

*All government offices and most firms are closed on Friday, the Muslim sabbath. Some firms also close an additional day, which might be Thursday, Saturday or Sunday. The American Embassy is open Monday through Friday.*

**EL SALVADOR**—Jan. 1 (New Year's), March 23 (Holy Thursday), March 24 (Good Friday), May 1 (Labor Day), Aug. 3 (Feast of San Salvador and Employee's Day), Aug. 4 (Armed Forces Day), Aug. 5-6 (Feast of San Salvador), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Soul's Day), Nov. 5 (Day of First Cry of Independence), Dec. 25 (Christmas).

**ETHIOPIA** — Jan. 7 (Ethiopian Christmas), Jan. 19 (Ethiopian Epiphany), March 2 (Victory of Adwa), May 1 (Labor Day), Sept. 11 (Ethiopian New Year), Sept. 12 (Revolution Day), Sept. 27 (Maskal Finding of True Cross), Nov. 10 or 11 (Id Al Adha).

**FIJI** — Jan. 2 (New Year's), Feb. 20 (Prophet Mohammed's Birthday), March 24 (Good Friday), March 25 (Easter Saturday), March 27 (Easter Monday), June 5 (Queen's Birthday), Aug. 7 (Bank Holiday), Oct. 9 (Fiji Day), Oct. 31 (Deepawali), Nov. 13 (Prince Charles' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).



**CHINESE FESTIVITIES**—*Dragon boats, like this one in Malaysia, are popular with celebrants in many South Asia countries.*

**FINLAND**—Jan. 1 (New Year's), Jan. 7 (Epiphany), March 24 (Good Friday), March 26 (Easter Sunday), March 27 (Easter Monday), April 29 (Ascension), May 1 (May Day), May 13 (Whitsun), June 23 (Midsummer's Eve), June 24 (Midsummer's Day), Nov. 4 (All Saints), Dec. 6 (Independence Day), Dec. 24-26 (Christmas).

**FRANCE**—Jan. 1 (New Year's), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), July 14 (Bastille Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 11 (Veterans Day), Dec. 25 (Christmas).

**FRENCH POLYNESIA**—March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Pentecost), July 14 (Bastille Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 11 (Armistice), Dec. 25 (Christmas).

**GABON**—Jan. 1 (New Year's), March 12 (Renovation Day), March 27 (Easter Monday), May 1 (Labor Day), May 15 (Pentecost Monday), Aug. 16-18 (Independence Day Celebrations), Nov. 1 (All Saints), Dec. 25 (Christmas).

*The end of Ramadan is a business holiday in Gabon, but precise date varies and is not announced until some two weeks prior to the holiday.*

**GAMBIA**—Jan. 1 (New Year's), Feb. 18 (National Day), sometime in April (Maulud-el-Nabi), April 7 (Good Friday), April 10 (Easter Monday), May 1 (Labor Day), Aug. 14 (Assumption), sometime in October (Id-el-Fitr), sometime in December (Id-el-Kabir), Dec. 25 (Christmas).

**GERMAN DEMOCRATIC REPUBLIC**—Jan. 1 (New Year's), March 24 (Good Friday), May 1 (Labor Day), May 15 (Whit Monday), Oct. 7 (National Day), Dec. 25-26 (Christmas and Second Day of Christmas).

**GERMANY, FEDERAL REPUBLIC OF, AND WEST BERLIN**—Jan. 1 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), June 17 (Day of German Unity), Nov. 22 (Repentance Day), Dec. 25-26 (Christmas).

*Regional holidays: Jan. 6 (Epiphany), Baden-Wuerttemberg and Bavaria; Feb. 6 (Rose Monday), Bonn, Cologne, Duesseldorf, Mainz, and other Catholic areas celebrating Carnival; May 25 (Corpus Christi), Baden-Wuerttemberg, Bayern, Hessen, Nordrhein-Westfalen, Rheinland-Pfalz, Saarland; Nov. 1 (All Saints), Baden-Wuerttemberg, Bayern, Rheinland-Pfalz, Saarland, Nordrhein-Westfalen.*

**GHANA**—Jan. 2 (New Year's), Jan. 13 (National Redemption Day), March 6 (Independence Day), March 24 (Good Friday), March 27 (Easter Monday), July 3 (Republic Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**GILBERT ISLANDS**—Jan. 1 (New Year's), Jan. 2 (Public Holiday), March 24 (Good Friday), March 25 (Easter Saturday), March 27 (Easter Monday), June 10 (Queens Birthday), June 12 (Public Holiday), Aug. 1 (Youth Day), Nov. 10 (National Day), Nov. 13 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**GREECE**—Jan. 1 (New Year's), Jan. 6 (Epiphany), March 13 (Kathara Deftera), March 25 (Greek Independence Day), April 28 (Good Friday), April 29 (Holy Saturday—government services, banks and business enterprises open only half-day), May 1 (Easter Monday), June 19 (Whit Monday), Aug. 15 (Assumption), Sept. 14 (Holy Cross Day—shops open only half-day), Oct. 27 (Oxi Day Eve — government services open half-day), Oct. 28 (Oxi Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 31 (New Year's Eve—government services, banks and business enterprises open only half-day).

*Note that Easter will be observed in Greece on April 30, rather than March 26 as in most other countries that celebrate this holiday.*

*Regional holidays: March 7 (Accession Day), Dodecanese Islands; Oct. 4, (Liberation of Xanthi), Xanthi; Oct. 26 (St. Demetrius Day), Thessaloniki; Nov. 30 (St. Andreas' Day), Patras.*

**GRENADA**—Jan. 2 (New Year's), Jan. 3 (Public Holiday), Feb. 7 (Independence Day), March 24 (Good Friday), March 27 (Easter Monday), March 28 (Easter Tuesday), May 1 (Labor Day), May 15 (Whit Monday), May 25 (Corpus Christi), July 4 (Caribbean Day), Aug. 7-8 (Public Holidays), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**GUATEMALA**—Jan. 1 (New Year's), March 23 (Holy Thursday), March 24 (Good Friday), March 25 (Holy Saturday), May 1 (Labor Day), May 10 (Mother's Day), June 30 (Army Day), Aug. 15 (Assumption), Sept. 15 (Independence Day), Oct. 20 (Revolution Day), Nov. 1 (All Saints), Dec. 25 (Christmas).

*Additional bank holidays: March 22 from noon (Holy Wednesday), July 3 (Monday after Bank Worker's Day), Oct. 12 (Columbus Day).*

**GUINEA**—Jan. 1 (New Year's), May 1 (Labor Day), May 14 (Anniversary of Founding of Democratic Party of Guinea), Oct. 2 (Independence Day), Nov. 22 (Anniversary of Invasion of 1970), Dec. 25 (Christmas).

*Two moveable Moslem holidays (Ramadan and Aidal-Kabir), will be held at a time to be specified later.*

**GUYANA**—Jan. 1-2 (New Year's), Feb. 21 est. (Youman Nabi), Feb. 23 (Republic Anniversary), March 24 (Good Friday), March 25 (Phagwah), March 27 (Easter Monday), May 1 (Labor Day), July 5 (Caribbean Day), Aug. 7 (Freedom Day), Oct. 31 (Deepavali), Nov. 11 est. (Eid-Ul-Azha), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**HAITI**—Jan. 1 (New Year's and Independence Days), Jan. 2 (Ancestors' Day), Feb. 6 (Carnival, Lundigras—afternoon), Feb. 7 (Carnival, Mardigras), March 24 (Good Friday), April 14 (Pan-American Day), May 1 (Agriculture and Labor Day), May 4 (Ascension), May 18 (Flag and University Day), Oct. 17 (Dessalines Day), Oct. 24 (United Nations Day), Nov. 1 (All Saints), Nov. 2 (All Souls—afternoon), Nov. 18 (Armed Forces and Vertières Day), Dec. 5 (Anniversary of Discovery of Haiti), Dec. 25 (Christmas).

*The Haitian Government on short notice may, by decree, designate additional days to be considered as legal business holidays.*

**HONDURAS**—Jan. 1-2 (New Year's), March 23 (Holy Thursday), March 24 (Good Friday), April 14 (Day of the Americas), May 1 (Labor Day), Sept. 15 (Central American Independence), Oct. 3 (Birthday of Francisco Morazán), Oct. 12 (Discovery of America), Oct. 21 (Honduran Armed Forces Day), Dec. 25 (Christmas).

**HONG KONG**—Jan. 2 (First Week-Day in January), Feb. 7-9 (Lunar New Year's), March 24 (Good Friday), March 25 (Day following Good Friday), March 27 (Easter Monday), April 5 (Ching Ming Festival), April 21 (Birthday of the Queen), June 10 (Tuen Ng Festival), July 1 (First Week-Day in July), Aug. 7 (First Monday in August), Aug. 28 (Last Monday in August, Liberation Day), Sept. 18 (Second Day following the Mid-Autumn Festival), Oct. 10 (Chung Yeung Festival), Dec. 25 (Christmas), Dec. 26 (First Week-Day after Christmas Day).

**HUNGARY**—Jan. 1 (New Year's), March 27 (Easter Monday), April 4 (Liberation Day), May 1 (Labor Day), Aug. 20 (Constitution Day), Nov. 7 (Revolution Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**ICELAND**—March 23 (Maundy Thursday), March 24 (Good Friday), March 27 (Easter Monday), April 20 (First Day of Summer), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), June 17 (Independence Day), Aug. 7 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**INDIA**—Jan. 26 (Republic Day), March 24 (Good Friday), March 25 (Holi), April 21 (Mahavira Jayanti), May 22 (Budha Purnima), Aug. 15 (Independence Day), Aug. 25 (Janamashtami), Sept. 6 (Id-Ul-Fitr), Oct. 2 (Mahatma Gandhi's Birthday), Oct. 10-11 (Dussehra), Oct. 31 (Diwali), Nov. 12 (Id-Ul-Azha), Nov. 14 (Guru Nanak's Birthday), Dec. 12 (Muharram), Dec. 25 (Christmas).

*In addition to the above, some businesses may be closed on the following holidays: Jan. 1 (New Year's), Jan. 14 (Pongal), Jan. 15 (Guru Gobind Singh's Birthday), Feb. 21 (Id-E-Milad), Feb. 22 (Guru Ravi Das' Birthday), March 7 (Maha Shivaratri), March 24 (Holi), April 8 (Chaitra Suklaidi), April 13 (Vaisakhi), June 21 (Hazarat Ali's Birthday), Aug. 18 (Raksha Bandhan), Sept. 1 (Jamat-Ul-Via), Sept. 6 (Vinayaka Chaturthi), Sept. 14 (Onam), Oct. 9 (Dussehra), Oct. 16 (Maharishi Balmiki's Birthday), Nov. 1 (Govardhana Puja), Nov. 2 (Bhai Duj), Dec. 4 (Guru Teg Bahadur's Martyrdom Day).*

**INDONESIA**—Jan. 1 (New Year's), March 24 (Good Friday), May 4 (Ascension of Christ), July 3 (Ascension of Mohammad), Aug. 17 (Independence Day), Sept. 4-5 (Idul Fitri), Dec. 1 (Moslem New Year), Dec. 25 (Christmas).

**IRAN**—Feb. 7 (Death of Prophet and Death of Iman Hassan), Feb. 25 (Birthday of Prophet and Birthday of Imam Jaafar Sadegh), March 21-22 (No-Ruz), April 2 (Sizdah), July 3 (Mabas), July 21 (Birthday of Twelfth Iman), Aug. 5 (Constitution Day), Aug. 26 (Death of Imam Ali), Sept. 4 (Id-E-Fetr), Sept. 28 (Death of Imam Jaafar Sadegh, Oct. 14 (Birthday of Imam Reza), Oct. 26 (Birthday of The Shah), Nov. 11 (Id-E-Ghorban), Nov. 19 (Id-E-Ghadir), Dec. 11 (Ashura).

*The business and government office weekend in Tehran is Thursday and Friday. The U. S. Embassy observes a Friday/Saturday weekend.*

*Both government and private sector officials are generally unavailable beginning the week prior to No-Ruz (March 21) and continuing through Sizdah (April 2).*

**IRAQ**—Jan. 1 (New Year's), Jan. 6 (Army Day), Feb. 8 (14th of Radadhan, 1963 Revolution), Feb. 19 est. (Birthday of Mohammed), March 21 (Id Al-Nawrooz), May 1 (Labor Day), July 14 (1958 Revolution Day), July 17 (1968 Revolution Day), Sept. 3-5 est. (Id Al-Fitr), Nov. 9-12 est. (Id Al-Adha), Nov. 29 est. (Islamic New Year), Dec. 9 est. (Ashoura).

**IRELAND**—Jan. 1 (New Year's), March 17 (St. Patrick's Day), March 27 (Easter), June 5 (Public Day), Aug. 7 (Public Day), Oct. 30 (Public Day), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

**ISRAEL**—April 22 (Passover), April 28 (Passover last day), May 11 (Independence Day), June 11 (Pentecost), Oct. 2-3 (Jewish New Year—two days), Oct. 11 (Yom Kippur), Oct. 16 (Tabernacles), Oct. 23 (Simhat Tora).

*Every Friday and the day preceding official holidays government and business close at 1 p.m.*

*Some factories close during the weeks of Passover (April 22-28) and Tabernacles (Oct. 16-23).*

*March 23 (Purim) and Aug. 13 (Tish'ah Be'Av) are unofficial holidays when only banks and schools are closed.*

**ITALY**—Jan. 1 (New Year's), March 27 (Easter Monday), April 25 (Anniversary of the Liberation of Italy), May 1 (Labor Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

**IVORY COAST**—Jan. 1 (New Year's), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Pentecost Monday), Aug. 15 (Assumption), sometime in September (End of Ramadan), Nov. 1 (All Saints), sometime in November (Tabaski), Dec. 7 (Independence Day), Dec. 25 (Christmas).

**JAMAICA**—Jan. 2 (New Year's), Feb. 8 (Ash Wednesday), March 24 (Good Friday), March 27 (Easter Monday), May 23 (Labor Day), Aug. 7 (Independence Day), Oct. 16 (National Heroes Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**JAPAN**—Jan. 1-2 (New Year's), Jan. 15-16 (Adult's Day), Feb. 11 (National Foundation Day), March 21 (Spring Equinox Day), April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 15 (Respect for the Aged Day), Sept. 23 (Autumnal Equinox Day), Oct. 10 (Sports Day), Nov. 3 (Culture Day), Nov. 23 (Labor Thanksgiving Day).

**JORDAN**—Jan. 15 (Arbor Day), Feb. 23 Prophets Birthday), March 22 (Arab League Day), May 1 (Labor Day), May 25 (Independence Day), Aug. 5 (Arab Renaissance Day), Aug. 11 (King Hussein's Accession to the Throne), Aug. 31 est. (Id Al Fitr), Nov. 8 (Id Al Adha), Nov. 14 (King Hussein's Birthday), Nov. 30 (Islamic New Year).

**KENYA**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), June 1 (Madaraka Day), sometime in September (Idd-Ul-Fitr), Oct. 20 (Kenyatta Day), sometime in November (Idd-Ul-Azha—observed by Islamic Community), Dec. 12 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**KOREA**—Jan. 1-3 (New Year's), Feb. 7 (Lunar New Year), March 1 (Independence Movement Day), March 10 (Labor Day), April 5 (Arbor Day), May 5 (Children's Day), May 14 (Buddha's Birthday), June 6 (Memorial Day), July 17 (Korean Constitution Day), Aug. 15 (Independence Day), Sept. 17 (Korean Thankgiving Day), Oct. 1 (Armed Forces Day), Oct. 3 (National Foundation Day), Oct. 9 (Korean Alphabet Day), Dec. 25 (Christmas).

*Feb. 7 (Lunar New Year) and March 10 (Labor Day) will be observed in the private sector but not by the government.*

**KUWAIT**—Jan. 1 (New Year's), Feb. 20 est. (Birth of the Prophet), Feb. 25 (National Day), July 3 est. (Ascension), Sept. 3-5 est. (Eid Al Fitr), Nov. 10 est. (Waqfa), Nov. 11-13 est. (Eid Al Adha), Dec. 1 est. (Islamic New Year).

**LESOTHO**—Jan. 1-2 (New Year's), March 12 (Moshoeshoe Day), March 21 (National Tree Planting Day), March 24 (Good Friday), March 27 (Easter Monday), May 2 (King's Birthday), May 4 (Ascension), May 24 (Commonwealth Day), July 3 (Family Day), Oct. 2 (National Sports Day), Oct. 4 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**LIBERIA**—Jan. 1 (New Year's), Jan. 7 (Pioneers' Day), Feb. 11 (Armed Forces Day), March 3 (Decoration Day), March 15 (J. J. Roberts Birthday), April 14 (Fast & Prayer Day), May 14 (National Unification Day), July 26 (Independence Day), Aug. 24 (Flag Day), Nov. 2 (Thanksgiving Day), Nov. 29 (William V. S. Tubman's Birthday), Dec. 25 (Christmas).

**LIBYA**—Feb. 18 est. (Prophet Muhammad's Birthday), March 8 (Syrian National Day), March 28 (British Evacuation Day), May 25 (African Unity Day), June 11 (U.S. Evacuation Day), July 1 est. (Al-Isra' wal-Mi'raj — afternoon only), July 18 est. (Nisf Sha'ban—afternoon only), July 23 (Egyptian National Day), Sept. 1 (Libyan National Day), Sept. 2-4 est. (Id al-Fitr), Oct. 7 (Italian Evacuation Day), Nov. 8-11 est. (Id al-Adha), Nov. 30 est. (Muslim New Year), Dec. 9 est. (Ashura—afternoon only).

**LUXEMBOURG**—Jan. 1 (New Year's), Feb. 6 (Shrove Monday), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), June 23 (Grand Duke's Birthday), Aug. 15 (Assumption), Sept. 4 (Fall Fair 'Schobermess'), Nov. 1 (All Saints), Nov. 2 (All Souls), Dec. 25 (Christmas), Dec. 26 (Second Day of Christmas).

**MADAGASCAR**—Jan. 1 (New Year's), March 27 (Easter Monday), March 28 (Bridge Holiday—between 27th & 29th), March 29 (Day Commemorating Martyrs of the Malagasy Revolution), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), June 26 (National Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas), Dec.

30 (Democratic Republic of Madagascar's Anniversary).

**MALAWI**—Jan. 1-2 (New Year's), March 3 (Martyr's Day), March 24 (Good Friday), March 25 (Holy Saturday), March 27 (Easter Monday), May 15 (Kamuzu Day), July 6 (Republic Day), Aug. 7 (Bank Holiday), Oct. 17 (Mother's Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**MALAYSIA**—Jan. 1 (New Year's), Feb. 7-8 (Chinese New Year), Feb. 20 (Prophet Muhammad's Birthday), May 1 (Labor Day), May 21 (Wesak Day), June 7 (King's Birthday), Aug. 31 (National Day), Sept. 4-5 (Hari Raya Puasa), Oct. 30 (Hari Deepavali), Nov. 11 (Hari Raya Haji), Dec. 1 (Awal Muharram), Dec. 25 (Christmas).

*In addition, the Federal Capital of Kuala Lumpur will observe City Day on Feb. 1 and the State of Selangor (Kuala Lumpur city excluded) will celebrate the Sultan's birthday March 8.*

**MALI**—Jan. 1 (New Year's), Jan. 20 (Army Day), March 27 (Easter Monday), May 1 (Labor Day), Sept. 22 (Independence Day), Nov. 19 (Liberation Day), Dec. 25 (Christmas).

*The following Islamic holidays are dependent on the lunar calendar: Mawloud—2 days in either January or February; Ramadan—1 day in September; Tabaski—1 day in December.*

**MALTA**—Jan. 1 (New Year's), March 24 (Good Friday), May 1 (May Day), Aug. 15 (Assumption), Dec. 13 (Republic Day), Dec. 25 (Christmas).

**MAURITANIA**—Late February, early March (Id El Maouloud, Prophet's Birthday), May 1 (Labor Day), May 25 (O.A.U. Day), mid to late Sept. (Id El Fitr, end of Ramadan), mid-Nov. (Id El Adha, Day of Sacrifice), Nov. 28 (Mauritanian Independence Day), mid-Dec. (Muslim New Year), Dec. 31 (People's Party Day).

*Many of the above local holidays are not firmly scheduled until just before the celebration, and in addition vary from year to year with regular shift of Moslem lunar calendar.*

**MAURITIUS**—Jan. 1-2 (New Year's), Feb. 7 (Chinese Spring Festival), Feb. 12 (Cavadee), Feb. 26 or 27 (Yaum Un Nabi), March 12 (Independence Day), March 24 (Holi), March 27 (Easter Monday), April 8 (Ougadi), April 13 (Varusha Piruppu), May 1 (Labor Day), Aug. 15 (Assumption), Sept. 4 or 5 (Id-El-Fitr), Sept. 16 (Mid-Autumn Festival), Oct. 24 (United Nations Day), Oct. 28 (Divali), Nov. 1 (All Saints), Nov. 12 (Ganga Asnam), Nov. 11 or 12 (Id-El-Adha), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**MEXICO**—Jan. 1 (New Year's), Feb. 5 (Anniversary of Mexican Constitution), March 21 (Juarez' Birthday), March 24 (Good Friday), May 1 (Labor Day), May 5 (Anniversary of the Battle of Puebla), Sept. 16 (Independence Day), Nov. 2 (All Souls), Dec. 25 (Christmas).

**MONTSERRAT**—Jan. 2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 15 (Whit Monday), May 1 (Labor Day), Aug. 7 (Public Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**MOROCCO**—Jan. 1 (New Year's), Feb. 21 and 22 est. (Aid Mouloud), March 3 (Feast of the Throne), May 1 (Labor Day), Sept. 5 and 6 (Aid El Fitr), Nov. 6 (Green March), Nov. 12 and 13 (Aid Al Adha), Nov. 18 (Independence Day), Dec. 2 (First Moharram).

*Two days for each moslem holiday have been declared as official feasts for government offices and related services only.*

*In addition some private firms (excluding banks and insurance companies), and those of the Christian and Jewish faiths, observe the following religious holidays:*

*Christian holidays: March 27 (Easter Monday), May 4 (Ascension), May 15 (Whit Monday), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).*

*Jewish holidays: April 22 (Passover), Oct. 2 (Rosh Hashana), Oct. 11 (Yom Kippour).*

*During the month of Ramadan, approximately Aug. 6 to Sept. 4, banks are open from 9:30 a.m. to 2 p.m., and government offices from 9 a.m. to 2 p.m., six days per week.*

**MOZAMBIQUE**—Jan. 1 (New Year's), Feb. 3 (Heroes' Day), April 7 (Women's Day), May 1 (Labor Day), June 25 (Independence Day), Sept. 25 (Army Day).

**NEPAL**—Jan. 11 (Prithvi Jayanti), Jan. 29 (Martyrs' Day—half-holiday), Feb. 12 (Basanta Panchami), March 7 (Shivaratri), March 8 (Women's Day—half-holiday for women only), March 24 (Holi), April 14 (New Year's), April 16 (Ram Navami), May 22 (Buddha Jayanti), Aug. 18 (Janai Purnima), Aug. 25 (Krishna Jayanti), Sept. 5 (Tij—for women only), Sept. 7 (Rishi Panchami—for women only), Oct. 3 (Ghatasthapana), Oct. 8-16 (Dasain), Oct. 24 (UN Day—half-holiday), Oct. 31-Nov. 2 (Tihar), Nov. 8 (Queen Aishwarya's Birthday—for women only), Dec. 16 (Mahendra Jayanti and Constitution Day), Dec. 29 (King Birendra's Birthday).

*Regional holidays: April 7 (Ghode Jatra), Kathmandu Valley; Sept. 15 (Indra Jatra), Kathmandu Valley.*

*All dates after April 14 should be considered tentative.*

**NETHERLANDS**—Jan. 1 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 4 (Ascension), May 15 (Whit Monday), Dec. 5 afternoon (St. Nicholas Eve), Dec. 25-26 (Christmas).

*July 17-Aug. 4 is summer vacation for the building industry.*

**NETHERLANDS ANTILLES**—Jan. 1 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), April 30 (Queen Juliana's Birthday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), Dec. 15 (Statute Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**NEW ZEALAND**—Jan. 1 (New Year's), Feb. 6 (Waitangi Day), March 24 (Good Friday), March 27 (Easter Monday), April 25 (ANZAC Day), June 5 (Queen's Birthday), Oct. 23 (Labor Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 27-28 (Christmas Holidays).

*Regional holidays: Jan. 23 (Wellington Anniversary Day), Wellington; Jan. 30 (Auckland Anniversary Day), Auckland; Dec. 16 (Canterbury/Christchurch Anniversary Day), Canterbury, Christchurch.*

**NICARAGUA**—Jan. 1 (New Year's), March 23 (Holy Thursday), March 24 (Good Friday), May 1 (Labor Day), July 14 (Day of National Dignity), Sept. 14 (Battle of San Jacinto), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 25 (Christmas).

*During the entire Holy Week (March 20-25), the majority of businesses grant their employees a full week's vacation, and Dec. 24 to Jan. 6 most government offices are closed*

*In Managua only, Aug. 1 and 10 of each year are half-day holidays for government and most businesses in celebration of the city's patron saint.*

*Other unofficial but generally observed holidays are May 27 (Army Day), the afternoon of Nov. 2 (All Souls), and Dec. 8 (Immaculate Conception).*

**NIGER**—Jan. 1 (New Year's), Feb. 20-21 (Mohammed's Birthday/Mouloud), March 27 (Easter Monday), April 15 (Anniversary of SMC), May 1 (Labor Day), Aug. 3 (Independence Day), Aug. 4 (Id-Al-Fitr/Korite/Ramadan), Nov. 10 (Id-Al-Adha/Tabaski), Dec. 18 (Republic Day), Dec. 25 (Christmas).

**NIGERIA**—Jan. 1 (New Year's), Feb. 21 est. (Id-El-Maulud), March 24 (Good Friday), March 27 (Easter Monday), Sept. 5-6 est. (Id-El-Fitri), Sept. 29 (National Day), Nov. 13 est. (Id-El-Kabir), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**NORWAY**—Jan. 1 (New Year's), March 23-24 (Maundy Thursday & Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), May 17 (Constitution Day), Dec. 25-26 (Christmas).

**OMAN**—Feb. 18 est. (Birth of the Prophet), July 1 est. (Ascension of the Prophet), Sept. 2-4 est. (Eid-Al-Fitr), Nov. 8-12 est. (Eid-Al-Adha), Nov. 18-19 (National Days), Nov. 29 est. (Islamic New Year).

*Little or no business is transacted during Eid-Al-Fitr, Eid-Al-Adha, and Oman National Days. Business is slow during the summer months (June through September) and particularly sluggish during Ramadan.*

**PAKISTAN**—Feb. 20 est. (Eid-I-Milad-Un-Nabi), March 23 (Pakistan Day), May 1 (May Day), July 1 (Bank Holiday), Aug. 14 (Independence Day), Sept. 2 est. (Twenty-Seventh Ramzan-Ul-Mubarak), Sept. 4-5 (Eid-Ul-Fitr), Sept. 6 (Third Day of Eid-Ul-Fitr and Defense of Pakistan Day), Sept. 11 (Death Anniversary of Quaid-E-Azam), Nov. 9 (Birthday of Allama Iqbal), Nov. 12-13 est. (Eid-Ul-Azha), Dec. 11 est. (Muharram-Ashura), Dec. 25 (Birthday of Quaid-E-Azam and Christmas), Dec. 31 (Bank Holiday).

*Bank holidays (July 1 and Dec. 31) are for banks only.*

**PANAMA**—Jan. 1-2 (New Year's), Jan. 9 (Mourning Day), Feb. 7 (Mardi Gras), March 24 (Good Friday), May 1 (Labor Day), Oct. 11 (Revolution Day), Oct. 12 (Columbus Day), Nov. 3 (Independence Day), Dec. 8 (Mother's Day), Dec. 25 (Christmas).

*Most stores and offices are closed Feb. 4-7 for Carnival festivities.*

**PAPUA NEW GUINEA**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), June 9 (Queen's

Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**PARAGUAY**—Jan. 1 (New Year's), Feb. 3 (St. Blas, Patron of Paraguay), March 1 (Heroes' Day), March 23 (Holy Thursday), March 24 (Good Friday), May 1 (Labor Day), May 15 (Independence Day), June 9 (Corpus Christi), June 12 (Chaco War Armistice), Aug. 15 (Founding of Asuncion), Aug. 25 (Constitution Day), Sept. 29 (Victory of Boqueron Day), Oct. 12 (Day of the Race), Nov. 1 (All Saints), Dec. 8 (Virgin of Caacupe), Dec. 25 (Christmas).

**PERU**—Jan. 1 (New Year's), March 23 (Holy Thursday—afternoon), March 24 (Good Friday), May 1 (Labor Day), June 24 (Agriculture Day—afternoon), June 29 (Sts. Peter & Paul), July 28-29 (Independence Day), Aug. 30 (Saint Rosa De Lima), Oct. 9 (National Day of Dignity), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**PHILIPPINES**—Jan. 1 (New Year's), March 23 (Maundy Thursday), March 24 (Good Friday), April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), July 4 (Fil-American Friendship Day), Nov. 30 (National Heroes Day), Dec. 25 (Christmas), Dec. 30 (Rizal Day).

**POLAND**—Jan. 1 (New Year's), March 27 (Easter Monday), May 1 (May Day), May 25 (Corpus Christi), July 22 (National Day), Nov. 1 (All Saints), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**PORTUGAL**—Jan. 1 (New Year's), Feb. 7 (Carnival), March 24 (Easter Friday), April 25 (Revolution), May 1 (Labor Day), May 25 (Corpus Christi), June 10 (Portugal Day), June 13 (St. Antonio Day), Aug. 15 (Assumption), Oct. 5 (Republic Day), Nov. 1 (All Saints), Dec. 1 (Port. Independence Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**QATAR**—Aug. 1-5 est. (Id Al Fitr), Sept. 3 (Anniversary of Independence), approximately the first week of November (Id Al Adha).

*The length of the Id Al Fitr and Id Al Adha holidays will be set by decree, and no business is transacted during those periods. Very little business is transacted during the entire month of Ramadan, which precedes Id Al Fitr.*

**ROMANIA**—Jan. 1-2 (New Year's), May 1-2 (International Workers Day), Aug. 23-24 (National Liberation Day).

**RWANDA**—Jan. 1 (New Year's), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), July 1 (National Day), July 5 (Day of Peace & National Unity), Aug. 15 (Assumption), Sept. 25 (Referendum Day), Oct. 26 (Armed Forces Day), Nov. 1 (All Saints), Dec. 25 (Christmas).

**SAUDI ARABIA**—Aug. 30-Sept. 5 est. (Id Al Fitr), Nov. 5-14 est. (Id Al Adha).

*Dates for above holidays may vary one day in either direction, and businesses are frequently closed for longer periods than those indicated.*

**SENEGAL**—Jan. 1 (New Year's), Feb. 21 est. (Mawloud), March 27 (Easter Monday), April 4 (Independence Day), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), Aug. 15 (Assumption), Sept. 6 est. (Korite), Nov. 1 (All Saints), Nov. 12 est. (Tabaski), Dec. 25 (Christmas).

**SEYCHELLES**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 25 (Corpus Christi), June 29 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

**SIERRA LEONE**—Jan. 1 (New Year's), sometime in March (Moulid Un Nabi), March 24 (Good Friday), March 27 (Easter Monday), April 19 (Republic Day), sometime in August (Eid Ul Fitri), sometime in September (Eid Ul Adha), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**SINGAPORE**—Jan. 1-2 (New Year's), Feb. 7-8 (Chinese New Year), March 24 (Good Friday), May 1 (Labor Day), May 22 (Vesak Day), Aug. 9 (National Day), Sept. 4 (Hari Raya Puasa), Oct. 30 (Deepavali), Nov. 11 (Hari Raya Haji), Dec. 25 (Christmas).

**SOLOMON ISLANDS**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 15 (Whit Monday), June 9 (Queen's Birthday), July 7 (Independence Day), Aug. 7 (Bank Holiday), Oct. 2 (Solomon Islands Day), Nov. 13 (Prince of Wales' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**SOMALIA**—Feb. 19 est. (Prophet's Birthday), May 1 (Labor Day), June 26 (Independence Day—Northern Region), July 1 (Independence Day), Sept. 2-3 est. (Idd El Fitr), Oct. 21-22 (Revolution Day), Nov. 9-10 est. (Idd El Adha).

**SOUTH AFRICA**—Jan. 1 (New Year's), Jan. 2 (Public Holiday), March 24 (Good Friday), March 27 (Easter Monday), May 4 (Ascension), May 31 (Republic Day), Sept. 4 (Settler's Day), Oct. 10 (Kruger Day), Dec. 16 (Day of the Covenant), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*In addition to the above official holidays, commerce in the Cape Province and Natal generally regards Jan. 2 and Easter Saturday as holidays. The manufacturing and construction industries generally close down over the period Dec. 16 to mid-January.*

**SPAIN**—Jan. 1 (New Year's), Jan. 6 (Epiphany), March 19 (St. Joseph), March 23 (Holy Thursday), March 24 (Holy Friday), May 1 (Labor Day), May 25 (Corpus Christi), June 24 (King's Day), July 18 (National Uprising), July 25 (Santiago, Patron Saint of Spain), Aug. 15 (Assumption), Oct. 12 (Columbus Day), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

*Regional holidays: March 27 (Easter Monday), Barcelona; April 21 (Fair Day), Seville; May 15 (St. Isidro), Madrid; May 30 (St. Fernando), Seville; July 31 (St. Ignatius), Bilbao; Sept. 24 (Our Lady of Mercy), Barcelona; Nov. 9 (Our Lady of Almudena), Madrid.*

**SRI LANKA**—Jan. 23 (Full Moon Poya Day), Feb. 20 (Holy Prophet's Birthday), Feb. 22 (Full Moon Poya Day), March 7 (Maha Sivarathri Day), March 24 (Full Moon Poya Day and Good Friday), April 13 (Day prior to Sinhala and Tamil New Year's Day), April 14 (Sinhala and Tamil New Year's Day), May 1 (May Day), May 22 (Poya Day —day following Vesak Full Moon Day, and National Heroes Day), June 20 (Full Moon Poya Day), June 30 (Bank Holiday), July 19 (Full Moon Poya Day), Aug. 17 (Full Moon Poya Day), Sept. 5 (Ramazan Festival Day), Oct. 30 (Deepavali Festival Day), Nov. 14 (Full Moon Poya Day), Dec. 14 (Full Moon Poya Day), Dec. 25 (Christmas).

**CELEBRATING IN SEVILLE**—*Fair Day (April 21 in 1978) gives rise to some imaginative displays in this Spanish city.*

**ST. KITTS**—Jan. 2 (New Year's), Feb. 27 (Statehood Day), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 15 (Whit Monday), June 10 (Queen's Birthday), July 4 (Caribbean Day), Aug. 7 (Public Holiday), Nov. 14 (Prince Charles' Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**ST. LUCIA**—Jan. 2-3 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 15 (Whit Monday), May 25 (Corpus Christi), Aug. 7 (Public Holiday), Dec. 13 (St. Lucia Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**ST. VINCENT**—Jan. 2 (New Year's), Jan. 3 (Public Holiday), Jan. 22 (Discovery Day), Feb. 6-7 (Carnival Days), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 15 Whit Monday), Aug. 7 (Public Holiday), Oct. 27 (Statehood Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**SUDAN**—Jan. 1 (New Year's and Sudanese Independence), Feb. 17 (Muhammad's Birthday), March 3 (Anniversary of Southern Accord), April 11 (Sham Al Naseem), May 25 (Anniversary of May Revolution), Sept. 2-4 est. (Ramadan Bairam), Nov. 7-11 est. (Kurban Bairam), Nov. 29 (Muslim New Year), Dec. 25 (Christmas).

**SURINAM**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), July 1 (Freedom Day), Nov. 25 (Independence Day). Dec. 25-26 (Christmas).

*Dates of Holi Phagwa and Id Ul Fitr will be made known only shortly before they occur.*

**SWAZILAND**—Jan. 2 (New Year's), March 13 (Commonwealth Day), March 24 (Good Friday), March 27 (Easter Monday), April 25 (National Flag Day), May 4 (Ascension), July 22 (King's Birthday), Sept. 6 (Independence Day), Oct. 24 (United Nations Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Two other movable holidays will be*

*celebrated, with dates traditionally announced shortly beforehand: Reed Dance (probably late August or early September), and Incwala (probably between Christmas and New Year's).*

**SWEDEN**—Jan. 1 (New Year's), Jan. 6 (Epiphany), March 24 (Good Friday), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), June 24 (Midsummer Eve), June 25 (Midsummer Day), Nov. 1 (All Saints), Dec. 24-26 (Christmas), Dec. 31 (New Year's Eve).

*Government and commercial institutions, banks, and offices will close early on: Jan. 5, March 23, April 30, May 3, June 23, Oct. 31, and Dec. 23.*

**SWITZERLAND**—Jan. 2 (Baerzelistag), March 24 (Good Friday), March 27 (Easter Monday), May 4 (Ascension), May 15 (Whit Monday), Aug. 1 (National Day), Dec. 25 (Christmas), Dec. 26 (St. Stephen's Day).

*Over 30 other days are celebrated as holidays locally. Only those listed below are, however, worth noting since they are observed in the country's major business and financial centers: Feb. 13-15 (Carnival), Basel; April 17 (Sechseläuten), Zurich; Sept. 7 (Thanksgiving), Geneva; Sept. 11 (Knabenschiessen), Zurich; Dec. 31 (Restoration Day), Geneva.*

**SYRIA**—Jan. 1 (New Year's), Feb. 20 est. (Prophet's Birthday), March 8 (Revolution Day), March 26 (Easter), April 17 (Evacuation Day), April 30 (Orthodox Easter), May 6 (Martyr's Day), July 23 (Egyptian Revolution Day), Sept. 1 (Union of Arab Republics Day), Sept. 4-6 est. (Id-Al-Fitr), Nov. 11-14 est. (Id-Al-Adha), Dec. 1 est. (Moslem New Year), Dec. 25 (Christmas).

**TAIWAN**—Jan. 2-3 (New Year's and Commemoration Day of the Republic of China), Feb. 6 (Chinese New Year's Eve), Feb. 7 & 8 (Spring Festival—Chinese New Year), March 29 (Youth Day and Chinese Martyrs' Day), April 5 (National Tombs' Sweeping Day and Death of President Chiang Kai-shek), June 10 (Dragon Boat Festival), Sept. 18 (Moon Festival), Sept. 28 (Confucius' Birthday and Teachers' Day), Oct. 10 (Double Ten Day), Oct. 25 (Taiwan Restoration Day), Oct. 31 (Chiang Kai-shek's Birthday), Nov. 13 (Dr. Sun Yat-sen's Birthday), Dec. 25 (Constitution Day).

**TANZANIA**—Jan. 12 (Zanzibar Revolution Day), Feb. 5 (Birth of Chama Cha Mapinduzi), Feb. 22 (Maulid Day), March 24 (Good Friday), March 27 (Easter Monday), April 26 (Union Day), May 1 (International Workers' Day), July 7 (Peasants Day), Sept. 5 (Idd-El-Fitr), Nov. 12 (Idd-El-Haji), Dec. 9 (Independence Day), Dec. 25 (Christmas).

**THAILAND**—Jan. 2 (New Year's), Feb. 7 (Chinese New Year's), Feb. 22 (Makha Bucha Day), April 6 (Chakri Day), April 13 (Songkran Day), May 1 (Labor Day), May 5 (Coronation Day), May 22 Wisakha Bucha Day), July 20 (Buddhist Lent Day, Aug. 14 (Queen's Birthday), Oct. 23 (Chulalongkorn Day), Dec. 5 (King's Birthday), Dec. 11 (Constitution Day), Dec. 25 (Christmas).

**TOGO**—Jan. 1 (New Year's), Jan. 13 (National Liberation Day), March 27 (Easter Monday), April 27 (Independence Day), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas).

**TONGA**—Jan. 1 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), April 25 (ANZAC Day), May 4 (Birthday of Crown Prince Tupouto' A), June 4 (Emancipation Day—to be observed on following Monday), July 4 (Birthday of King Taufa' Ahau Tupou IV and Coronation), Nov. 4 (Constitution Day), Dec. 4 (Tupou I Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

**TRINIDAD AND TOBAGO**—Jan. 1-2 (New Year's), March 24 (Good Friday), March 27 (Easter Monday), May 15 (Whit Monday), May 25 (Corpus Christi), June 19 (Labor Day), Aug. 7 (Discovery Day), Aug. 31 (Independence Day), Sept. 15 (Eid-Ul-Fitr), Sept. 24-25 (Republic Day), Nov. 10 (Divali), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Carnival will be celebrated on Feb. 6 and 7 in 1978. These days are not commercial holidays, but are observed with a minimum of commercial and banking activity.*

**TUNISIA**—Jan. 1 (New Year's), Jan. 18 (Remembrance Day), Feb. 20 est. (Mouled), March 20 (Independence Day), April 9 (Martyr's Day), May 1 (Labor Day), June 1-2 (Victory Day), July 25 (Republic Day), Aug. 3 (President's Birthday), Aug. 13 (Women's Day), Sept. 3 (Commemoration of Sept. 3, 1934), Sept. 4 est. (Aid Sehir-El Fitr), Oct. 15 (Evacuation of Bizerte), Nov. 11 est. (Aid El Kebir-El Idha), Dec. 1 est. (Ras El Am El Hijri-Moslem New Year).

**TURKEY** — May 19 (Youth and Sports Day), May 26 afternoon (Freedom and Constitution Day), Aug. 30 (Victory Day), Sept. 5-7 (Feast of Sugar), Nov. 13-16 (Feast of Sacrifice).

**TUVALU**—Jan. 1 (New Year's), Jan. 3 (Public Holiday), March 14 (Commonwealth Day), March 24 (Good Friday), March 25 (Easter Saturday), March 27 (Easter Monday), May 23 (Silver Jubilee of the Queen), June 11 (Queen's Birthday), June 13 (Public Holiday), Aug. 1 (Bank Holiday), Oct. 1 (Tuvalu Day), Oct. 3 (Public Holiday), Oct. 31 (Prince of Wales Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day), Dec. 27 (Public Holiday).

**UNITED ARAB EMIRATES**—Jan. 1 (New Year's), Feb. 19 est. (Prophet's Birthday), July 3 est. (Prophet's Ascension), Aug. 6 (Accession of the Ruler), Sept. 4-7 est. (Id Al Fitr), Nov. 11-15 est. (Waqfat Arafat and Id Al Adha), Dec. 2 (National Day), Nov. 30 est. (Hijri New Year's), Dec. 24-25 (Christmas).

**UNITED KINGDOM**—Jan. 2 (New Year's), March 24 (Good Friday), March 27 (Easter Bank Holiday), May 1 (May Day), May 29 (Spring Bank Holiday), Aug. 28 (Late Summer Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

*Regional holidays: March 17 (St. Patrick's Day), N. Ireland; March 27-28 (Easter Bank Holidays), N. Ireland; May 9 (Liberation Day), Channel Islands; July 12 (Orangeman's Day), N. Ireland; Aug. 7 (Late Summer Holiday), Scotland.*

**UPPER VOLTA**—Jan. 1 (New Year's), Jan. 3 (Upper Volta Revolution Day), sometime in March (Mouloud), March 27 (Easter Monday), May 1 (Labor Day), May 4 (Ascension), May 15 (Whit Monday), Aug. 15 (Assumption), sometime in September (Ramadan), Nov. 1 (All Saints), sometime in December (Tabaski), Dec. 11 (Upper Volta Revolution Day), Dec. 25 (Christmas).

**URUGUAY**—Jan. 6 (Epiphany), Feb. 6-7 (Carnival), March 23-24 (Holy Week, known as Tourism Week), April 19 (Landing of the 33 Liberators), May 1 (Labor Day), May 18 (Battle of Las Piedras), June 19 (Artigas' Birthday), July 18 (Constitution Day), Aug. 25 (Independence Day), Oct. 12 (Columbus Day), Nov. 2 (All Souls), Dec. 25 (Christmas).

*In addition, it is customary for many industries and many retail and wholesale businesses to close during Carnival and Holy Week, plus four days after each, e.g., from Feb. 6 to 16 and March 20 to 30.*

**USSR**—Jan. 1 (New Year's), March 8 (Women's Day), May 1-2 (May Day), May 9 (Victory Day), Oct. 7 (Constitution Day), Nov. 7-8 (October Revolution).

**VENEZUELA**—Jan. 1 (New Year's), Feb. 6-7 (Carnival), March 19 (St. Joseph's Day), March 23 (Maundy Thursday), March 24 (Good Friday), April 19 (Declaration of Independence), May 1 (Labor Day), June 24 (Battle of Carabobo), July 5 (Independence Day), July 24 (Bolivar's Birthday), Oct. 12 (Columbus Day), Dec. 24 afternoon (Christmas Eve), Dec. 25 (Christmas), Dec. 31 (New Year's Eve).

*Religious holidays observed only by the banking sector are: Jan. 6 (Epiphany), May 4 (Ascension), May 29 (Corpus Christi), June 26 (Sts. Peter & Paul), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception).*

*Regional holidays: Feb. 3 (Sucre's Birthday), Cumana; March 10 (Vargas' Day), La Guaira; Oct. 24 (Urdaneta's Birthday), Maracaibo; Nov. 18 (Virgin of Chiquinquira), Maracaibo.*

**YUGOSLAVIA**—Jan. 1-2 (New Year's), May 1-2 (May Day), July 4 (Fighter's Day), Nov. 29-30 (Day of the Republic).

*According to Yugoslav law, when one day of a two-day holiday falls on a Sunday, the following workday (Monday or Tuesday) is to be observed as a holiday.*

*Regional holidays: July 7 (Serbian Uprising Day), Belgrade; July 22 (Slovenian Uprising Day), Ljubljana; July 27 (Croatian Uprising Day), Zagreb, and (Bosnian Uprising Day and Hercegovina Uprising Day), Sarajevo; Aug. 2 and Oct. 11 (Macedonian Uprising Day), Skopje; Nov. 1 (Slovenian Day of the Dead), Ljubljana.*

**ZAIRE**—Jan. 1 (New Year's), Jan. 4 (Martyrs of Independence), May 1 (Labor Day), May 20 (Founding of the Popular Movement of the Revolution), June 24 (Constitution Day), June 30 (Independence Day), Aug. 1 (Parent's Day), Oct. 14 (President's Birthday and Youth Day), Oct. 27 (Zaire Day), Nov. 17 (Army Day), Nov. 24 (New Regime Day).

**ZAMBIA**—Jan. 1-2 (New Year's), March 15 (Youth Day), March 24 (Good Friday), March 25 (Holy Saturday), May 1 (Labor Day), May 25 (Africa Freedom Day), July 3 (Heroes' Day), July 4 (Unity Day), Oct. 23 (Public Holiday), Oct. 24 (Independence Day), Dec. 25 (Christmas).

# Worldwide Business Opportunities

*International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.*

*The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises, details on major construction and expansion projects, and visiting buyers.*

## Licensing, Investment Abroad

**0214 — EGYPT** — Joint venture partner sought for **goat breeding.** U.S. partner would provide 50 percent capital, machinery for cheese production and technology for breeding large herds of goats. Hazem Kassab, H. Kassab & Co., P.O. Box 1284 (33 Salah Salem St.), Alexandria. Telephone, 32925; telex, 4027, attn: Kassab. P-771065. OPIC.

**0910 — BANGLADESH** — Government seeks foreign investors to engage in **deep sea fishing** in the Bay of Bengal. According to surveys by FAO and UNDP, there are about 90 species of economic importance, including Indian salmon, jewel fish, pomfret, red snapper, Bombay duck and shrimp. Limited copies of booklet, "Prospects of Deep Sea Fishing in the Bay of Bengal," is available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Additional information is also available from Dir. Gen., Department of Industries, HBFC Bldg., 22 Purana Paltan, Dacca-2. P-771088. OPIC.

**2131—NIGERIA**—Firm seeks U.S. partner for production of **smoking tobacco and snuff.** U.S. partner would provide machinery, technical management, some equity. B. Ajibike, Mgr., Premier Tobacco Co. Ltd., P.O. Box 58, Oyo, Oyo State. P-771082. OPIC.

**2280—GERMANY**—Firm seeks licenses to manufacture **core yarns.** Currently operates cotton spinning mill with 400 employees. Dieter Pott, Mktng. Mgr., BSU Textile AG, Postfach 6, D-7414, Lichtenstein/Wuertt; telephone, 7129/4066; telex, 729 860. P-771087.

**2834—FRANCE**—Manufacturer and importer of pharmaceutical products seeks licenses to manufacture following products: **sedatives and hypnotics (except barbiturates), tranquilizers, anticonvulsants (except pheno-barbital), antidepressants, and intestinal anti-infective agents.** Established in 1950, firm employs 75, has annual sales of $1.2 million. J. Perrin, Chmn., and Gen. Mgr., Laboratoires Genevrier, 45 Rue Madeleine-Michelis, 92200 Neuilly. Telephone: 624-1777. P-771077.

**2834—NEW ZEALAND**—Seeks licenses to manufacture **pharmaceutical and veterinary health products.** This is a substantial New Zealand company fully equipped to produce an extensive range of pharmaceutical, veterinary, cosmetic, toiletry items; has annual sales of NZ$20 million. N. C. Wansbrough, Production Mgr., Manufacturing Div., Medical Supplies N.Z. Ltd., P.O. Box 1234, Auckland. Telex, NZ2958; telephone, 75-289. P-771078.

**2844, 2879—AUSTRIA**—Seeks licenses to manufacture newly developed products in fields of **insecticides, hygiene, lotions, do-it-yourself hobby items.** Firm would like to obtain sales rights for Austria and its traditional export markets in Eastern Europe and Africa. Established 1916, employs 220; has annual sales of 150 million schillings. Its line of manufactured items includes room sprays, floor protectives, bath additives, men's cosmetic preparations, wide range of insecticides, many developed by firm's own research laboratories. M. Miligui, Foreign Sales Mgr., Pharmakon, L.u.F. Hobiger Chemische Fabrik, Spittelauerlaende 5, POB 3, A-1091 Vienna. P-771084.

**2891, 2899—FRANCE**—Seeks licenses to manufacture **glues, seals, wall coating products, insulation coatings for construction, and products to make floor surfaces perfectly flat.** Established 1952, firm employs 100; annual sales, $4.4 million. Currently makes and imports above items. Mrs. G. Genon, Export Mgr., Cegecol, 34 Ave. Leon Jouhaux, Immeuble Soprotony, B.P. 109, 92164 Antony Cedex. Telex, 200 692F; telephone, 666-558. P-771079.

**3271, 3275, 3281—GERMANY**—Seeks licensing arrangement for production, treatment of **construction materials** as well as technical know-how for construction industry. Established 1968. Company is active as manufacturer, distributor, exporter, importer of sand, gravel, chipping stones. It owns two riverboats and a truck fleet to serve its customers in southern Germany. Liebhard Franke, Oberrhein - Handels - Union GmbH KG, Industriegebiet, D-7550 Iffezheim. Telephone, 7229/601; telex, 786674. P-771091. WTDR.

**3272—KOREA**—Seeks technical know-how for manufacture of **prefabricated concrete building material.** Proposal involves purchase of about $1 million in U.S. equipment and supplies. Firm also desires to import U.S. patent additive, an agent for concrete hardening. Company plans to manufacture $20 million worth of prefabricated building material per year. Is member of Kolon Business Group; established 1969; employs 200. J. Y. Park, Exec. Mgr., Samkyung Development Co., Ltd., 35-34 Tongwi-dong, Chongro-ku, Seoul. Telephone, 74-6778; telex, KKTRDG K2326S. WTDR. P-771066. OPIC.

**3295—SIERRA LEONE**—Seeks joint venture arrangement for establishment of plant to expand production of various sizes of **syenite.** Established 1959. One hundred acres of land with estimated 800 million tons of syenite has been acquired. Firm is major producer of syenite for highway and building construction throughout Sierra Leone. Is government contractor; also engages in distribution of imported cement. It exports and imports timber, enjoys good financial and commercial reputation. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771094.

**3361—CANADA**—Firm currently producing **bronze and aluminum castings** for new equipment and spare parts for pumps, crushers, paper mill and mining machinery and full range of plastic pipe and fittings seeks licensing arrangement to produce similar products. Firm was established in 1929, employs 150, reports annual sales of $5 million. Don M. Harris, Plant Mgr., Rahn Metals & Plastics Ltd., Box 168, North Bay, Ontario, P1B 8H2. P-771090.

**3500—GERMANY**—Seeks licenses to produce **ship winches, industrial locomotives, environmental control equipment (especially for mining and steel industries) and water preparation and sewage systems.** Firm is also prepared to consider joint ventures of similar arrangements with U.S. companies. Company is reputable manufacturer of cokery and mining machinery. Founded 1872, employs 300; is wholly owned by large machine manufacturing group. Hans Mueller, Gewerkschaft Schalker Eisenhuette, Mageburger Str. 37, 4650 Gelsenkirchen. P-771068.

**3523—GERMANY**—Seeks license to produce modern **harvesting and ground cultivating machinery.** Firm, a leading producer of farm equipment, employs 650 and markets throughout western Europe. Enjoys good business reputation. Josef Buechter, c/o H. Niemeyer Soehne GmbH KG, Heinrich-Niemeyer-Str. 52, 4441 Riesenbeck. Telex: 94511. P-771067.

**3530—SPAIN**—Producer of small types of material handling machinery wants to expand product line. Seeks license and later possible joint venture to make **materials handling equipment.** Interested in obtaining technology, patents, trademarks, not capital. Firm has sufficient production and sales capabilities. Seeks advanced and more sophisticated equipment. A. A. Moussa, Mng. Dir., Ibermecanica, S.A., Aptdo. n° 89, Vigo, Pontevedra. P-771069.

**3532—GERMANY**—Seeks licenses to assemble or manufacture **non-track mine vehicles, self propelled for surface and/or underground operations; mine tunneling machinery and equipment, suitable for rock work; construction rock drilling machinery and equipment; and underground and surface mining and loading machinery, related products.** Company currently produces and distributes diesel locomotives for underground and surface mining operations, conveyor belt pulleys, industrial water pressure cleaning equipment. Wants to make additional products under license to complement present line. Employs over 200. Herr Oberste-Beulmann and/or Herr Bolten, Ruhrthaler Maschinenfabrik Schwarz & Dyckerhoff KG, Postfach 1260, Scheffelstr. 14-28, 4330 Muelheim. Telephone, 0208/44131; telex, 856710; cable, Ruhrtaloko Muelheimruhr. P-771070.

*Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.*

*Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.*

*WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.*

*OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.*

**3541—GERMANY**—Seeks licenses to produce **hydraulic aggregates and machine tools used in precision drilling, cutting and grinding from hobby kit to heavy duty machinery.** Firm also prepared to discuss cooperative ventures with American companies, including distribution of its products. German firm's current product line includes column, gang drilling and other precision machines, plus tool grinding equipment. Established 1926, employs 100. Messrs. Buechel and Becker, SOLID Maschinenbau GmbH, Metzingerstr. 41, POB 215/216, D-7419 Riederich/Wuerttemberg. Copies of firm's product literature available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-771071.

**3559—FRANCE**—Seeks license to produce **air quality and gas monitoring equipment and air pollution monitors.** Currently makes and distributes gas detection and pollution control equipment. Employs 17 and 3 salesmen. Mr. Legrand, Pres., Sciences Et Techniques Internationales, 28 Rue De La Redoute, 92260 Fontenay-Aux-Roses. P-771072.

**3559—GERMANY**—Seeks licenses to produce **composting and canning machines, as well as medium size farm machinery.** Company produces, markets similar products in Germany, France, U.K., several East European countries. Employs 40; established 1950. Paul Engeler, Maschinenbau & Antriebe, AM Steinkreuz 5, 4401 Saerback. P-771073.

**3569—SPAIN**—Seeks licenses to manufacture **solar energy generators** for domestic, possible export markets. Prepared to invest $600,000 in project. According to company, solar generators are not currently produced in Spain. Company currently is distributor of construction, mining, public works machinery. Felix Fernandez, Dir. Gen., Abionzo, S.A. Fernan Gonzales 55, Madrid 9. P-771074.

**3573—BELGIUM**—Manufacturer of office furniture is interested in representing American producers of **office equipment and business machines.** Firm has branches in Antwerp, Brussels, other cities. Employs 150. Interested in marketing in EEC countries. Marc LeBrun, Pres., Desoer-Acior S.A., Rue Laurentpre 10, B-4940 Foret-Trooz. P-771083.

**3585—JAPAN**—Leading manufacturer of industrial air conditioning equipment seeks license to produce **commercial ice-cube-making machines.** Firm is interested in distributing such machines, until it has developed sufficient demand to warrant local production. Currently makes air conditioners, condensers, water chillers, cooling towers, refrigeration units and other products. Has three manufacturing plants with total floor space of 286,000 sq. m. Maintains nine branch and business offices throughout Japan. Employs around 5,800. Tsutomu Matsuoka, Daikin Kogyo Co., Ltd., Marketing Dept., Shin-Hankyu Bldg., 8, Umeda, Kita-ku, Osaka 530. Telephone, 06-346-1201; cable, DAIKINOKAY; telex, 523-3844. P-771081.

**3612 — GERMANY** — Seeks licenses to manufacture **electrical transmission equipment and systems, EDP operated.** Systems should apply to existing low and high voltage electrical cable lines, residential and industrial types. Established 1927, firm employs 265. Has good reputation. Mr. Growe, Fernsprech- und Signalbaugesellschaft mbH, Postfach 150180, Fahrenberg 6, 4300 Essen 15. Telephone, 201-48931; telex, 8579052. P-771080.

**3612 — ISRAEL** — Largest private electronics manufacturing company in Israel seeks licenses, joint ventures or representation agreements. Product interests include **low, medium, and high voltage switches, power transformers, electric motors, industrial controls, detectors, industrial control panels, power distribution boards, power capacitors and tariff meters.** Firm currently manufactures four main product lines: tactical communication systems, telecommunication equipment, electric and electronic consumer products and power sources and electronic products. Markets domestically, exports to over 50 countries. Annual sales, about $175 million. A. Timor, Production Mgr., Electrical Power Equipment, Industrial and Electrical Product Div., Tadiran Israel Electronics Industries Ltd., P. O. Box 1758, Holon. Telephone, 03-801135; telex, 03-1915. WTDR. P-771075. OPIC.

**3823, 3824—GERMANY**—Seeks to locate American manufacturer willing to grant production licenses for manufacture of **sophisticated automatic laboratory measuring and analytical instruments.** Company is also interested in production of parts, attachments, accessories for such instruments. Concern presently produces viscometers for determining viscosity of flow behavior in fluid substances. Established 1882; employs 200. Klaus P. Heil, Bus. Mgr., Gebrueder Haake GmbH, Dieselstr. 4, D-7500 Karlsruhe 41. Telephone: 721/406053. P-771092.

**3841, 3825, 3662 — SWITZERLAND** — Newly established manufacturer is seeking licensing arrangement for manufacture or local assembly with partly imported components of following products: **medical electronic products, e.g. scanners and ultrasonic diagnostic instruments; electronic measuring instruments; electronic components, systems or subassemblies; telecommunications equipment and consumer electronic equipment.** Company presently produces modules for LCD quartz watches, electronic measuring instruments, digital readout thermometers, and assembles complete electronic watches. Fritz Demuth, Dir., Timelec AG, Florastr. 42, CH-8610 Uster. P-771093.

**3911, 3961 — GERMANY** — Importer, exporter, distributor of hand made **silver jewelry** seeks to expand present line of business. Firm will consider direct purchase for resale to dealers and end users and/or sales representation in Germany for both Indian handmade sterling silver jewelry and mass production of Indian styles sterling silver jewelry. Suppliers should quote prices air cargo free Frankfurt. Representative planning to visit U.S. late December and early January to meet with interested suppliers. Juergen Bappert, Regner Co. OHG, Kunzenweg 2B, D-7800 Freiburg. Telephone 761/62327. Copies of correspondence should be addressed to Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230. P-771085.

**3964 — URUGUAY** — Seeks joint venture

## Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

arrangement for production of **zippers.** Established 1940. Firm presently manufactures buttons, buckles, zippers. Sells under trade name "Zip". Marcel Duthieul, Mgr., De Castro Hnos. S.A., Constituyente 1572, Montevideo. Telephone: 46769. P-771086.

**7392—GERMANY**—Firm wishes to apply U.S. methods in **management training.** Cooperation is sought with companies interested in licensing or joint venture arrangement. Established 1968, company is involved primarily in engineering services in material handling sector. Employs six. Udo Wittek, Wittek KG, Bonnstr. 14, 5030 Huerth. P-771089.

**8062, 8069, 8091 — EGYPT** — Prominent orthopedic and rheumatoid surgeon is interested in locating U.S. partner for jointly starting **medical center,** in or around Alexandria, for rehabilitation and rejuvenation services. Center will specialize in treatment of obesity, rheumatic disease, muscloskeletal disorders, osteoarthritis, spine diseases, rheumatoid diseases, post fracture complications and medical cosmetic program. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230. P-771097.

**8911 — GERMANY** — Seeks to obtain licenses for **water preservation and underground stabilization processes.** Firm is primarily involved in civil engineering, but also operates valve and pump manufacturing plant. Established 1964, employs 400. Herr Tauber, Tauber Rohrbau GmbH KG, An der Kleinmannbruecke 29, 4400 Muenster. P-771076.

# Licensing In U.S.

*For additional information on these opportunities to manufacture foreign firms' products in the United States under a joint venture, licensing, or representation agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.*

## Joint ventures

**BELGIUM—Concrete modules.** Emphasis on design flexibility, style, quality, coloring of basic components. Sales have increased by 600 percent in three years. Jean Delvaux, S.A. Anc. Ets. Jean Delvaux, Route Provinciale 215, B-1301 Bierges-Wavre. File 3648.

**GERMANY—Electro-mechanical weighing systems** for overhead traveling cranes, road and rail vehicles, hoppers and bins, melting furnaces, handling equipment. Reinhard Kneuppel, Gen. Mgr., Messmetallurgie GmbH, Friedrichstr. 40, 5802 Wetter 1. File 3649.

**GERMANY—Cokery machines and equipment to convert coal into coke.** Company is well known in manufacture of locomotives for industrial uses, mine hoisting and winding equipment and hydraulic devices, as well as cokery machines. Hans Mueller, Gewerkschaft Schalker Eisenhuette, Magdeburger Str. 37, 4650 Gelsenkirchen. File 3650.

**GERMANY—Shaft hoisting and winding equipment for deep mines.** Initially, German company will supply certain mechanical parts while U.S. partner will provide electrical elements. Venture should be near deep-mining area; initially will need labor force of 40 to 50. File 3651.

**GERMANY—Special cotton yarns.** Preferred location of venture is Georgia, South Carolina or North Carolina. Company has cotton mill with 400 employees, is part of Kolbermoor concern, and may invest $4 million in the venture. Dieter Pott, Mktng. Mgr., BSU Textil AG, Postfach 6, D-7414 Lichtenstein/Wuertt. File 3652.

**GERMANY—Axle drive gears and planetary gear boxes manufactured on unit-assembly principle.** Principal advantages are smaller space requirements, lighter weight, higher efficiency, and quieter running than other standard axles. Heinz E. Brueckner, Export Mgr., Thyssen Henschel, Antriebstechnik/Werk Muelheim, Oberhausener Str. 1, 4330 Muelheim/Ruhr. File 3653.

**GERMANY—Residential lighting fixtures of Murano glass.** Herbert Eichmeier, Rheinstr. 20-22, 4330 Muelheim/Ruhr. File 3654.

**GERMANY—Spring manufacturing process for trucks and cars.** Wolfgang B. Sammel, Geramco AG, International Projects, Peter-Roos-Str. 9, 4000 Duesseldorf 11 (Oberkassel). File 3655.

**GERMANY—High pressure pipe, tubing, hose, as well as fittings and valves** for installation in rolling mills, nuclear reactors, chemical and textile plants and other industrial uses. Project should begin with production of such products as flanges with labor force of ten. Ernst-August Wasmuth, ATI GmbH, Sigsfeldstr. 8, 4300 Essen 1. File 3656.

**GERMANY — Footwear.** U.S. partner should have experience in polyurethane manufacture and have appropriate machinery with capacity for daily production of 5000 to 6000 pairs of shoes. Production includes slippers, casuals, leather shoes, hiking boots, sports shoes, rain boots, working and safety boots. J. Peter Becker, Commercial Officer, U.S. Con. Gen., Siesmayerstr. 21, 6000 Frankfurt/Main. File 3657.

**GERMANY—Varnish for coating electric sheets, strips and metals; water-soluble organic varnish.** U.S. Patent No. 3,869,317. Joachim Marx, Mng. Dir., Chemische Fabrik R.W. Moll & Co., Schwerinstr. 34-38, 4330 Muelheim/Ruhr-Styrum. File 3658.

**GERMANY—Lubricants for metal working machine tools.** U.S. Patent No. 3,980,-571. Joachim Marx, Mng. Dir., Chemische Fabrik R.W. Moll & Co., Schwerinstr. 34-38, 4330 Muelheim/Ruhr-Styrum. File 3659.

## Licensing

**AUSTRIA**—Austrian Trade Commissioner in United States, Wilhelm A. Brauner, Standard Oil Bldg., 200 E. Randolph Dr., Suite 7023, Chicago 60601, is offering following Swiss-developed products for licensed manufacture in U.S.: **Industrial furnaces,** file 3660; **macrosonic control units** — three-phase AC, power control ohmic or inductive load for simultaneous measurement and PC15 readout for use in metal forming processes, ski lifts, lighting engineering, file 3661; **doors for garages, fire-proofing, and folding doors,** file 3662; **rollforming machine with welding equipment,** file 3663.

**GERMANY—Patented water damage protection valve.** Company manufactures valves, and fittings for use in gas, water and heating installations. Horst Muenninghoff, Mgr., Koch & Mueller, Armaturenfabrik, Postfach 546, 4250 Bottrop. File 3664.

**GERMANY—Plastic current cable.** This is a mobile, polyvinylchloride conductor track system supplying electric current for cranes, hoists and conveyors, electric tools, other equipment. Mr. van Buuren, Elemetac-Elektro und Metal Armin Carp-GmbH KG, Max-Planck-Str. 1, 5000 Koeln 40. File 3665.

**GERMANY — Automatic steel heating boilers,** particularly efficient for firing of anthracite and bituminous coal and coke, and suitable for wide variety of fuels. Boiler also marketed as residential and commercial central heating systems. Emil Schallenberg, Wilhelmstr. 265, 4530 Ibbenbueren. File 3666.

**GERMANY—Beds and bedroom accessories.** Beds can be adjusted at head and foot to position wanted through its "Airomatic" technique. One series of beds has built-in radio (AM/FM), electronic clock, and illumination by dome-reflector bulbs behind plexiglas shade. Hans-Jochen Ruf, Foreign Sales Mgr., RUF-Bett Intl. GmbH KG, Hardbergstr. 5, D-7550 Rastatt. File 3667.

**GERMANY—Roof materials.** Flat-roof lateral cladding moldings especially for shopping center facilities. Patented in U.S. Bautek GmbH, Sasrstr. 39, 5500 Trier. File 3668.

**GERMANY—Electrical power plant concepts.** Wants suitable partners in energy and power plant engineering and construction field. Advantages of concept patented in Germany is that water can be simply converted into mechanical energy, system is non-polluting and, in fact, can make use of pollutant, namely waste hot water. First and most obvious application is in conjunction with some facility which has waste hot water. Nuclear and thermal power plants would be ideal. W. Kurpanek, Marcatorstr. 3, 4000 Duesseldorf. File 3669.

**GERMANY—Ultrasonic welding systems.** Standard, automated and specialized systems. Company also interested in exchange of know-how in ultrasonic boring/drilling machines. Walter Herrmann, Owner and Mgr., Ultraschall Technik, Descostr. 3-5, 7516 Karlsbad-Ittersbach. File 3670.

**GERMANY — Agricultural technology.** Process of gaining albumins from vegetable and animal waste for use in veterinarian and human medical fields. Company wishes to exchange technology in additives for feedstuffs. Herr Becker-Kaiser, Dir., HUD Handels- und Dienstleistungsgesellschaft mbH KG, Otto-Hersing-Weg 40, 4400 Muenster. File 3671.

**SWITZERLAND**—Peter W. Scheibli, Sales Mgr., Statomat-Micafil AG, Badenerstr. 780, CH-8048, Zurich, offers following equipment for licensed manufacture in U.S.: **Ballast coils for fluorescent lamps,** file 3672; **micromotors for electrical toys and ironless micromotors,** file 3673; **small transformers, induction coils,** file 3674; **cable assemblies** (cutting to length, deinsulating, harnessing), file 3675; **commutators,** file 3676; **shade pole motors,** file 3677; **electric parts and components** for automobiles, in particular starter motors and motors for alternators, file 3678; step motors, linear motors; file 3679; iron cores for power transformers, file 3680.

**SWITZERLAND—Metal for manufacture of shoes.** Novel design and technology, allow production of attractive forms.

Patented internationally. Roger Uebelhardt, 3280 Murten. File 3681.

**UNITED KINGDOM—Formula and process for impregnation of timber products** to achieve highest grade fire resistance. K.G. Beckington, Mng. Dir., Retroflame International Ltd., Downmill Road, Bracknell, Berkshire. File 3682.

### Representation

**GERMANY—Hospital and laboratory supplies.** German importer and wholesaler would consider acquiring some share of U.S. manufacturer in this field, preferably located in New Jersey or California. E. Wahlig, Mng. Dir., Waldeck GmbH KG, Postfach 410180, 4400 Muenster-Roxel. File 3683.

**GERMANY—Special vessels for offshore incineration of waste chemicals,** particularly chlorinated hydrocarbons. Company interested in cooperating with American firms in construction or operation of such special incinerating vessels. Dipl.-Ing. Helmut Wulf, Holunderweg 86, 4300 Essen-Bredeney. File 3684.

**GERMANY — Organic chemicals.** Manufacturer of special laboratory chemicals of organic origin is interested in joint venture/cooperation arrangement in U.S. with U.S. firm that need not be manufacturing company, but could be dealer in glassware, or engaged in cancer research, but should have as customers medical and industrial laboratories. Company was established 1879, employs 100. Werner Dratz, Carl Roth KG, Postfach 210980, Schoemperlenstr. 1-5, D-7500 Karlsruhe 21. File 3685.

*The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.*

*U.S. firms should be aware that the listing in* Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

*Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.*

*WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.*

# Direct Sales

### Books

**2731100-300, 9950016 — INDONESIA** — Dept. Education & Culture received loan from IBRD toward cost of 5th Education Project, of which $5,500,000 equivalent has been allocated for purchasing equip. & books for learning resource centers. Govt. invites firms from member countries of IBRD & Switzerland to register at office below. Obtain bid docs. from—Dir., Project Implementation Unit, Indonesia-IBRD Fifth Education Project, Proyek Pemgembangan Pendidikan Gurk 93G, Jalan Hanglekir II/16, Kebayoran Baru, Jakarta Selatan, Indonesia. Refer to bid no. 01/PIU/P3G/77. Bid deadline Feb. 25.

### Drugs

**2833000 — EGYPT** — El Gumhouria Co., govt.-controlled drug-making firm, seeking info. on U.S. companies interested in supplying chemical raw materials used in mfg. medicines & pharmaceuticals. Would like name, address, tel., telex number name of individual to contact, financial data, & outline of types & amounts of chemicals produced by interested U.S. firms. Info. provided will be used to estab. roster of "pre-qualified" firms to whom tender notices could be sent by El Gumhouria. Large public sector firm. Purchases of chemical raw materials for pharmaceutical mfg. could amount to more than $1 million annually. Qualifying info. should be sent to Dr. Abdel Moneim Khazbak, Chairman, El Gumhouria Co. for Trading Medicines, Chemical & Med. Appliances, 2 El Sawah St., Amiriah, Cairo, Egypt. Cable GOMAC.

**2833100, 2861231 — WEST GERMANY** — Organic research chemical & enzymes. Annual import vol. will depend upon offers received. Specializes in fine chemicals & specialties for laboratory use. No special requirements as to price quotation & terms of payment. Presently employs 100 & lists annual sales of DM 10 million. Has been favorably known to Consulate General for many years. Direct purchase for resale to dealers & endusers in Germany, Netherlands, France & Switzerland. Reply to Werner Dratz, Carl Roth KG, Schoemperlenstrasse 1-5, Postfach 210980, D-7500 Karlsruhe 21, Germany. Telex 7826526; phone 721/591 011.

### Glass, glassware

**3229138 — PANAMA** — Table, kitchen & novelty glassware. El Greco is importer & distrib. of novelty & household effects. Imports for own store, & sells to others. Handles goods from England, Spain & Norway. Wishes receive relevant product literature in order to place initial order from U.S. mfrs. Write to Jesus Rodriguez, El Greco, Decora, S.A., P.O. Box 1006, Panama 9A, R.P. Tel. 25-6665.

### Cutlery, hand tools

**3423298 — WEST GERMANY** — Gardening edged hand tools. Terms of delivery & terms of payment to be negotiated. Estab. 1927, employs 30 & has average sales of DM 13 million. Mfrs. & sells construction & building materials & maintains gardening supply centers. Enjoys good reputation. Financial situation said to be sound & obligations met promptly. Considered suitable business partner. Reply to Walter Teichmann, Teichmann KG, Aeussere Sulzbacher Str. 10, 8500 Nuernberg, Germany. Tel. 0911-552587.

### Engines, turbines

**3511113, 3536200, 3612236, 3825100-200 — THAILAND** — Schedule A—3 turbines, vertical shaft, single runner, single discharge francis turbines with spiral case, each to have 28 800 kw output at rated effective head of 62.0 meters; schedule B—3 generators, 3-phase, alternating current synchronous generators, each to have 28,240 kva cap.; schedule C—3 main transformers, outdoor, 3-phase, oil-immersed, self-cooled/forced-air-cooled (oa/fa/fa) transformers, each 13.8 kv rated primary voltage & 115 kv rated secondary voltage with rated continuous capacity of 19.5/26.0/32.5 mva; schedule D—station electrical, mechanical & switchyard equip. for powerhouse, switchyard & substations; schedule E—1 power house crane, indoor, low-speed electric overhead traveling crane with main & auxiliary hoists rated at 80-100 tons (main) & 15 tons (auxiliary); schedule F—complete set of installation equip., tools, measuring devices & installation materials for schedule A thru E & gen. mach. shop/workshop equip. Bidders may tender for 1, all or any combination of the 6 schedules. Project financed by Kuwait Fund for Arab Economic Dev. (KFAED). Tender docs. for sale address below or from Sverdrup & Parcel & Assoc., Inc., 417 Montgomery St., San Francisco, Calif. 94104, at $100 per set. Requests for tender docs. must be in writing, accompanied by non-refundable certified bank draft payable to EGAT. Also obtain bid docs. from—Foreign Purchasing Div., Supply & Procurement Dept., Electricity Generating Authority of Thailand (EGAT), Nonthaburi, Thailand. Refer to EGAT-PN-T3. Bid deadline Feb. 1.

### Farm machinery

**3523000, 9913208 — ALGERIA** — Technical documentation of specialized equip. for harvesting & treatment of dry vegetables. Ministry of Agriculture intends issue tender to buy this type of equip., but first would like to receive brochures from interested firms. Offer & all correspondence must be in French; all specs. metric. Submit info. by registered mail to Monsieur Le Dir. de L'Ag. Et de La Revolution Agraire, Sous-Dir. de La Prod. Vegetale, Min. de L'Ag. Et de La Reforme Agraire, 12 Blvd. Colonel Amirouche, Algiers. Reply ASAP. Tel. 63-89-50.

**3523000—MALAYSIA**—Supply & delivery of farm machinery & tractor implements to Malaysia Agricultural Research & Dev. Institute (MARDI). Tender docs. must be obtained at M$50 per set from address below prior to submitting offers. All payments must be made in bank draft or money order or postal order crossed in favor of Director General MARDI. (U.S. $1=approx. M$2.35). Obtain bid docs. from Dir. Gen., Malaysian Agricultural Research & Dev. Institute, Post Bag 202, University Pertanian Post Office, Serdang, Selangor, Malaysia. Refer to tender No. T/MDWB/8/77. Bid deadline Jan. 20.

## Metalworking machinery

**3541877—YUGOSLAVIA**—One elec. discharge machine (EDM) with wire & numerical control (possible programming through UNIVAC 1110 computer) max. load 3000 n. Largest piece dimensions 500x500x 100 mm. Table movement X, Y 450x250 mm. accuracy plus/minus 0.0015 mm. Possibility of cone cutting 1 degree. EDM machine should be universally applicable for production precision tools & aluminum extrusion tools. Offer available software. Offer as optional equip. accessory devices for electrical discharge of 0.02 mm. wires. Offer various generators. One EDM machine with electrode. Max. load 8000 n., max weight of electrode 800 n., spindle travel 200 mm. Accuracy of spindle in depth plus/minus 0.005 mm. Lateral movement plus/minus 2 mm. on coordinates or radially. Max. size of piece 600x400x400 mm. Lateral & longitudinal table movement 350x250 mm. with positioning accuracy 0.005 mm. Offer various generators. For both machines quote standards under which mfrd. as well as sub-contractors. Define warranty, servicing, trial run, training, working conditions necessary to achieve declared accuracy, packaging, conditions of delivery, assembly. Submit lists of references for Yugoslavia & worldwide. Bide in marked sealed envelope. Obtain bid docs. from—Uvoz/Import-1, Energoinvest, JNA 20, 71000 Sarajevo, Yugoslavia. Refer to bid no. S1. List 54/S-4507. Bid deadline Feb. 9. Tel. 071/24649; telex 41221/41239 ENERGOINVEST-IMPORT-1.

## Special industrial machinery

**3551198, 3523269-271-317 — SWITZERLAND** — Whey processing equip. Forage, grass & corn blowers for use with silos, silo elevators. Corn planters, 6-row & larger. Destination Czechoslovakia & Hungary, State Depts. of Food & Agriculture. Well estab. Swiss firm, mainly doing business with state trade organizations in the COMECON. Has excellent contacts. Usually takes 5 percent commission. Annual sales of capital goods SF 10 million. Total labor force 10 with 2 salesmen. Bank reports good financial standing & lively business activity. Business recommended. Although not an immediate export opportunity, since large scale farming being planned for 10 years to come, sending of catalogs & prices may greatly influence countries' purchase decisions & order specs. Reply to —Gerhard Huber, Dir., Compensa GmbH, Attenhoferstr. 45, CH-8032 Zurich. Tel. 01/47 76 11; telex 54.657 HUCOM.

**3552000—EGYPT**—Natl. Spinning & Weaving Co. has obtained $55 million from IBRD & is in process of expanding & renovating its mills at Alexandria. Project incl.—renovation & expansion present converting plant to increase production cap. from 40 million to 80 million meters/yr.; installation spinning mill with cap. 5,000 m/t/yr.; installation of weaving mill with cap. 25 million meters cotton cloth/yr.—both spinning & weaving mills will be located at new site 20 km so. of Alexandria; installation of cutting plant for production of 200,000 sets bed sheets & pillow cases/yr. Equip. & machinery for project incl. —spinning, weaving, mercerizing, bleaching, dyeing, printing, finishing, water treating, liquid effluent treatment & boiler machinery; humidification, air-conditioning equip.; fire fighting, testing labs, materials handling & machines for cutting & sewing bed sheets & pillowcases. Purchases shall be maintained in accordance with IBRD's procurement guidelines & tenders limited to suppliers in member countries IBRD & Switzerland. Interested U.S. firms requested indicate items for which they would like to receive invitations to bid. Also requested to submit info showing experience in mfg., installing & servicing such items. Firms requested prequalify by writing company's head office in Alexandria before Jan. 25. Natl. Spinning & Weaving Co. will qualify suppliers on basis of info received & will send tender docs. containing machinery specs & tech. info incl. in suppliers' offers. Deciding factors in awarding contracts are—price, payment terms, quality, operating performance, installation & maintenance costs, training, delivery time, freight & insurance costs & performance guarantees. Company has not yet obtained final approval of Minister of Industry for calling for prequalifications. Submit prequal. info. to—National Spinning & Weaving Co., Canal El-Mahmoudieh St., P.O. Box 119, Alexandria. Prequal. deadline Jan. 25. Cable FILATURE.

**3559300—MOZAMBIQUE**—Industry Dept. seeks quotations for supply of complete plastic crate mfg. plant comprising following equip.—2 injection molding machines for thermoplastics (except pvc) with max. weight of high density polyethelene per shot—2,500 grams, & clamping force 600 m/t; 2 injection molding tools for making crates for bottles (12 x 0.6 liters & 24 x 10 oz.) & 1 injection molding tool for normal crates for sundry uses (approx. 500 x 320 x 280 mm length, width & height); raw material conveying & mixing equip.; water treatment plant; water cooling plant; imprinting equip. (flaming & silk screening); testing equip.—detergent bath, hot air oven, quick load testing equip., drop testing apparatus; workshop tools, measuring & testing equip. Interested bidders must also provide tech. asst. during installation of plant equip. & station a technician in Maputo during 1st yr. of production operations. Obtain bid docs. from—Joaquim Ventura Leite, Acting Dir., Direccao Dos Servicos, De Industria, Caix Postal 654, Maputo (1), Mozambique. Refer to bid no. 171/NPI/977. No bid deadline stated.

## Communications equipment

**3661100—ALGERIA**—Supply of 10 manual plus 10 plug switchboards; 4 self switch over, 1,000 & possibly 2,000 lines capacity, crossbar & crosspoint systems; 2 self switch over, 500 lines capacity, crossbar & crosspoint systems. Offer to include tech. literature, training technicians, tech. asst. & parts. Offer & all corres. must be in French; all specs. metric. Tender docs. available from SONATITE, Quai D'Angkor, Alger Gare, B.P. 816, Algiers. Telex 52568. Bid deadline Jan. 19.

**3661100-200 — IVORY COAST — RAN** (Abidjan-Ouagadougou Railroad) has called for bids for supply of equip. for its telecommunication network connecting Abidjan & Ouagadougou. Equip. consists of cable systems, multiplex equip., tie wires, loops, feeders, equip. for anchoring & suspension of cables, measuring equip., switching equip., selective equip. for readjustment, telegraphic equip., railway station tel. equip. & exchange. Bid financed by RAN. Bid docs. available from RAN (Regie Abidjan-Niger), Service Des Telecommunications Et Signalisation, P.O. Box 1394, Abidjan.

**3661200 — ECUADOR** — Telephone cable, incl. splicing & connecting devices, for local distribution. IETEL, state-owned telecommunications co., has called for bids for telephone cable & other materials necessary for installation telephone cable, subject to following conditions—standards & tech. specs for subject equip. will be determined by Comite Consultivo Intl. De Telegrafia Y Telefonia (CCITT). Bids must be in Spanish, & accompanied by performance guarantee 2 percent of bid price, & presented in 2 envelopes. 1 envelope will contain info. pertaining to solvency & tech. competence of bidder, & establish that bidder is in compliance with Ecuadorean Law. In this context, potential bidders should be cognizant that they are required to submit doc. stating they have no liability with Ecuadorean Social Security Institute (IESS). This doc. must preceed bid, & second enevelope will contain bid proposals. Bid process must be handled by representative legally authorized to operate in Ecuador. If you do not have a rep., contact nearest Dept. Commerce District Off. Offers of financing must accompany bids. Obtain bid docs. for 5,000 sucres (U.S. $200) from Dir. De Asesoria Juridica, Sec. Del Comite De Lic. Del I.E.T.E.L., Inst. Ecuatoriano De Telecomm. (IETEL), Av. Amazonas Y Gaspar De Villardel, Quito. Refer to bid no. 01-77-IETEL. Bid deadline Feb. 10.

**3661210-20-70—CYPRUS**—Mfr., test, supply, delivery c.i.f. Limassol or Larnaca ports (s. coast) Cyprus. Sec. I.—open-wire carrier equip.—five 12-channel open wire carrier terminals (2 systems + 1 terminal); three 3-channel open wire carrier terminals (1 system + 1 terminal). Equip. offered should be in accordance with C.C.I.T.T. rec., vol. III-I published 1973. All carrier terminals shall be supplied from—48v dc. Sec. II—voice frequency telegraph (vft) equip.—six 24-channel v.f.t. terminals (3 systems); 10 speech plus low capacity v.f.t. terminals (5 systems) with cap. 6 to 10 channels. Equip. offered should be in accordance with latest C.C.I.T.T. recommendations. VFT equip. shall be designed for operation over 2-wire telephone line or over 2-wire/4-wire telephone channel with 600 ohms nominal impedance; 300-3400 hz bandwidth. Equip. offered shall be supplied from either 240 ac plus/minus 6 percent, 50 hz plus/minus 2 percent or —48v dc. Quotations, in duplicate, should be in Cyprus pounds net providing for firm delivery time & indicating possible credit terms. Tender docs. available for 6 Cyprus pounds (US$15.25) per set of 2 from below address & must be obtained prior to submitting offers. American Embassy Nicosia ready provide additl. info. to interested firms & to deposit tender docs. for submitting firms at Authority's tender box in Nicosia. Obtain bid docs. from—George Papaioannou, Chief Engineer, Cyprus Telecommunications Authority, P.O. Box 4929, Nicosia, Cyprus. Refer to contract no. AT25/77. Bid deadline Feb. 3.

**3661236 — COLOMBIA** — Financing, construction & supply 60 coin operated telephone apparatus, dial type. Bidders must arrange for financing. Buyer is official public utilities service entity for city of Palmira. Each bidder must purchase copy of specs. at US$30 1st copy, additional copies US$15, from Rafael Herran G., Tech. Dir., Empresas Publicas Municipales de Palmira, Calle 31 No. 24-86, Palmira, Valle, Colombia. Tel. 14-77. Bid deadline Feb. 25.

**3661270 — NEW ZEALAND** — Supply stored program control (SPC) telex switching equip. for use in New Zealand natl.

& intl. networks at both Auckland & Wellington exchanges. While N.Z. Post Office will install equip., successful tenderer will be required to provide installation engineers who will be responsible for assisting with training post office installation & maintenance staff; tech. supervision of installation of exchanges; & testing & commissioning exchanges according to negotiated acceptance testing procedures. New Zealand Post Office funded by Govt. New Zealand. Obtain bid docs. from—Dir. Gen. (Supply Div.), Post Office Hqs., Wellington. Refer to bid no. POHQ 172/8877. Bid deadline March 10.

## Transportation equipment

**3799931—INDIA**—One low bed, heavy duty, semi-trailer of min. 85 m.t. pay load cap. with static over load of 15 percent, along with 1 or 2 matching tractor/tractors as pulling unit/units for transmission & distribution projects. Set of complete tender docs. available for RS. 50 ($5.50) from below address by sending check to order of Asst. Accounts Officer (CPC), Rajasthan State Electricity Board, Jaipur, Rajasthan. Obtain bid docs. from Superintending Engineer (Proc-II), Rajasthan State Electricity Bd., Vidhyut Bhawan, Vidhyut Marg, Jaipur, Rajasthan, India. Refer to bid No. SE/Proc-II/TN-25. Bid deadline Feb. 6.

## Engineering, laboratory, scientific research instruments

**3811229 — INDIA** — Three tenders have been issued by Bharat Heavy Electricals Ltd. 1) one impulse magnetizer for magnetizing rare earth, tender no. RD/PUX/7007/SM, bid deadline Jan. 24. 2) one 24cm. epstein iron loss test set to be used in electro-magnetics laboratory for determining magnetic characteristics of electrical iron sheets, tender no. RD/PUX/7008/SM, deadline Jan. 24. 3) one automatic light scattering unit, tender no. RD/PUX/7005/KR, deadline Jan. 20. Bids are free for each from The Manager/Materials, Bharat Heavy Electricals Ltd., Corporate Research & Development, Vikas Nagar, Hyderabad 500593, India.

## Measuring & controlling devices

**3823080—INDIA**—One ferrograph oil analysis system capable of providing information concerning nature & morphology of wear particles in lubricant. System should comprise following—duplex ferrograph analyser with 2 particle separators; ferroscope comprising bi-chromatic microscope, camera, & photo detector with polarizers; ferrogram reader. Refer to tender no. RD/PUX/7003/KR. Obtain bid docs. from—Mgr./Materials, Bharat Heavy Electricals Ltd., Corporate Research & Dev., Vikas Nagar, Hyderabad 500593, India. Bid deadline Jan. 20.

**3825220—INDIA**—Fourier analyzer system incl. signature analysis & model analysis facilities. Refer to tender no. RD/PUX/7004/KR. Obtain bid docs. from—Mgr./Materials, Bharat Heavy Electricals Ltd., Corporate Research & Dev., Vikas Nagar, Hyderabad 500593, India. Bid deadline Jan. 20.

**3825100 — PARAGUAY** — 3,000 electric power meters, 3 phase, 380/220 v, 10 amp. Ande is natl. electric power utility. Est. total cost tender $90,000, to be financed with Ande's own funds. Bids should be submitted through local agent duly registered with Ande. Specs. (2 sets) available for $30, additional sets $20, from Div. de Adquisiciones, Departmento de Licitaciones-Ande, Calle Padro Cardozo 355, Asuncion, Paraguay. Refer to bid No. 161/77. Bid deadline Jan. 27.

## Construction

**9911201—SYRIA**—Turnkey construction & equipping (except office furnishings) for one 640-bed University of Damascus teaching hospital. Bid bond 1.5 million Syrian pounds, performance bond 5 percent contract price. Work to be completed within 36 months of site delivery. Project to be based on preliminary studies done by Charles B. Pearson Son & Partners, London. Mode of payment not defined. Book of conditions obtainable for 1,000 Syrian pounds (US$1=3.90SP) from University of Damascus, Official Off. of Minister Higher Ed., Project of Teaching Hospital, Damacus. Refer to bid no. 11820. Bid deadline Jan. 31.

**9915102 — ECUADOR** — Construction of Santa Ana Dam, refer to Lic. No. 02-77, bid docs. available for $200. Also, main water canals, Lic. No. 05-77, bid docs. $280. Tenderer is "Center for Rehabilitation of Manabi Province", & "Santa Ana Dam" is part of "Poza Honda" major construction project being carried out by tenderer. Fact that bids shall be submitted in Spanish language & turned in personally, as those sent in by mail will not be accepted, & number of legal complexities contained in specs., compels recommendation that only U.S. firms having legally-estab. agents in Equador participate in this tender. U.S. Consulate General Guayaquil in position to suggest names of adequate agents. Obtain specs. from Senor Sec. Del Comite de Licitaciones, Centro de Rehabilitacion de Manabi, Calles 18 de Octubre Y Sucre, Portoviejo, Ecuador. Bid deadlines Feb. 8.

**9915502—SINGAPORE**—Ministry of Environment will be inviting tenders for Jurong Sewage Treatment Works shortly. Proposed works area: contract no. 2—main civil works, contract no. 3—supply final effluent outfall pipes, contract no. 4—laying final effluent outfall, nominated subcontract no. 1—inlet works equip, nominated sub-contract no. 2—primary & final tank scrapers, nominated sub-contract no. 3—surface aerators, nominated sub-contract no. 4—return activated sludge pumps, nominated sub-contract no. 5—flotation thickeners, nominated sub-contract no. 6—digestors & associated pumps, nominated sub-contract no. 7—mechanical sludge dewatering plant, nominated subcontract no. 8—power generation, nominated sub-contract no. 9—cabling, nominated sub-contract no. 10—instrumentation. Companies interest in tendering for any 1 or more of works must write to below address, to complete all tendering formalities to tender as specially registered contractors' in advance & be officially advertised. Prospective tenderers required submit detailed info. on following—complete details of their business & tech. organization, name & address, country of origin, financial resources, authorized & paid-up capital if any, banker's particulars, assets of engineering equip. & previous experience related to type of work specified in this tender, description of works completed & date of completion, value of works completed, localities of works completed, name of clients, name of professional engineers in charge of works. Additional info on contract & procedures for tendering available from Dept. Commerce, TOP, Rm 2321, Wash., D.C. 20230, Tel. 202-377-2251. Write to—Dir., Environmental Engineering Div., Ministry of Environment, Princess House Alexandria Rd., Singapore 3.

**9916300—HAITI**—Project worth over $10 million, financed by IDA, & will fund improvement of port facilities of 3 provincial cities, to allow access by larger boats; improvement & upgrading (asphalting) about 120 km of road linking above ports to rural markets of surroundings. Specs. & plans available for $20 from Service Autonome Des Transports, Ministere Des Travaux Publics, Transports et Communications, Palais Des Ministeres, Port Au Prince, Haiti. Bid deadline in Feb.

**9918102 3511141, 3612202-3310—PAKISTAN**—WAPDA invites applications from prospective bidders for issuance of tender docs for designing, manufacturing, furnishing, delivering on c.i.f. Karachi basis & supervising erection of following equip. with all appurtenant parts & accessories for complete & operating installation: 13.8 kv main generator isolated phase basis, 13.8 kv potential transformer & surge protection equip., 13.8 kv unit auxiliary power transformer, 11 kv auxiliary power transformer, 425 v. power distribution centers, control, metering & relaying switchboards extension sections, panel boards, terminal boxes & misc. equip. Equip. required for extension of power house at Tarbela involving installation of 4 additl. units no. 5 to no. 8. Tarbela at present has 4 generating units (no. 1 to 4) of 175 mw ea. with vertical shafts francis turbines. Bidders may quote for 1 or more or all above items, but each bidded schedule must be completed. WAPDA has not fixed any deadline for receipt of such applications but would like to receive them ASAP. Applicants should be mfrs. who have supplied similar plant previously & should submit full details of their tech. capability, financial status & previous experience in manufacturing equip. such as this. Also submit bank draft, issued by recognized bank, in favor of WAPDA account no. 890, Allied Bank of Pakistan, WAPDA House, Lahore, for $200 in convertible foreign currency, as cost of 3 complete sets of tender docs. & 10 copies of tender forms. Additl. copies may be purchased at $100 each set. Tender docs. will specify bid deadline; approx. 90 days will be allowed for preparation. Submit application to address below with copy to Acres International, Ltd., 2 Sunderdas Rd., P.O. Box 3034, Lahore, who are WAPDA's engineers. Project jointly financed by Govt. of Pakistan & Asian Dev. Bank. Foreign Exchange component anticipated to be financed by loan from ordinary capital resources of ADB. Details of eligible source countries & other eligibility requirements will also be set out in bid docs. Submit applications to—Gen. Mgr. (Generation), Pakistan Water Power Dev. Authority, WAPDA House, Shahrah-E-Quaid-E-Azam, Lahore. Refer to contract EM-6.

**9918104—INDONESIA**—Indonesian State Electricity Corp. invites sealed bids covering general construction for addition of 400 mw (2 x 200) units 4 & 5 steam power plant located at Muara Karang thermal power plant site on N.W. outskirts Jakarta serving Jakarta & W. Java transmission system which will be financed by govt. & World Bank. Bidding docs. comprise 2 vol. & construction drawings: vol. I—invitation & instructions to bidder, gen. & special conditions, bond & contract form, spec. equip. data sheets; vol. II—gen. construction specs. & construction drawings.

Covers civil, structural & architectural construction of power plant building & auxiliary structures, equip. foundations, site roads & drainage, & associated facilities. Bidding docs. may be examined & obtained against non-refundable deposit of rupiah 182,600 (approx. $440) from address below or Black & Veatch International, 1500 Meadow Lake Parkway, Kansas City, Mo. 64114, attn. Mr. Svoboda. PLN reserves right to reject any & all bids, may waive minor bid irregularities. PLN will only consider bids from qualified contractors or their authorized reps. To qualify, bidder must have successfully constructed other facilities of similar type & of equal or greater size & complexity. Evidence shall consist of listing of facilities of similar type & of listing of facilities indicating owner's name, location, approx. value, type of facilities, date of completion & size of plant equip. Domestic or combination of domestic/foreign contractors majority owned by Indonesian citizen may be granted 7.5 percent preference in bid evaluation provided they meet criteria specified in bidding docs. Obtain bid docs. from—Dir. of Planning, Perusahaan Umum Listrik Negara, Jalan Trunojoyo Blok M I/135, Kebayoran Baru, Jakarta Selatan, Indonesia. Bid deadline April 1.

**9918201—EL SALVADOR**—Supply & construction approx. 12 km of 46 kw double circuit transmission line to connect Guajoyo power plant to Metapan substation. Financed by World Bank. Firms not previously qualified must submit with their offer following info: record of experience in similar works, financial status, description of plant, organizational structure, bank references. Work to be completed by Aug. 1, 1978. Obtain bid docs. from Comision Ejecutiva Hidroelectrica Del Rio Lempa—CEL, 9A. Calle Poniente No. 950, Centro del Gobierno, San Salvador, El Salvador. Refer to Bid No. CEL-556. Bid deadline Feb. 2.

### Business consultancy & services

**9922109—TANZANIA**—TPDC invites quotations from service contractors for carrying out approx. 1,700 line-km, 24-fold vibroseis surveys in coastal Tanzania. Operations scheduled to start by July 1978. Essential to have equip. mounted on articulated buggies. Quotations should be on per km as well as per day basis with mobilization costs shown separately. To be financed by TPDC. Write to S. Barongo, Executive Chairman, Tanzania Petroleum Development Corp., P.O. Box 2774, Dar Es Salaam. Reply ASAP.

## Representat...

*Foreign private firms are interested in agency agreements and/or distributorships for these products.*

### Broadwoven fabric mills, cotton

**2211141 — UNITED KINGDOM** — Filter cloth for sieving, sifting & water filtration, using membrane type of separating. Private limited company, estab. originally in 1950, operates as distrib. & importer of screen printing meshes, photo emulsions & films, also cleaning preparations. Interested in distr. for products in electronic screen printing, general screen printing & all types of filtration. Supplies printed circuit industry as wholesaler & wishes expand in equip. & materials. Has 8 employees, 2 salesmen, & 3 agents each with 6 salesmen. Annual sales volume 270,000 pounds. Holds agencies from Swiss & Belgian companies & represents McGraw Colorgraph, Burbank, Calif. through latter's Belgian subsidiary. Reply to D. C. Polak, Mng. Dir., A. J. Polak, Ltd., 439/443 North Circular Rd., London NW10 OHR, U.K. Tel. 01-4507747; telex 928909 POLAK G. Cable MESHES LONDON NW10.

### Dyeing, finishing textiles

**2269032, 2281261 — AUSTRALIA** — Small importer & sales agent for cotton yarn interested in representing U.S. firms on agency basis for 100 percent cotton, combed, gassed, mercerized & fast dyed on cone. Presently imports from United Kingdom, Korea, Hong Kong, Taiwan, Italy. Reply to—H. G. Cooper, Dir., Texyarns (TMA) Intl., 161 Abbott St., Sandringham, Vic. 3191. Cable TEXMAGENCY; tel. 03/5983076.

### Wood products, tableware

**2499582-83 — NETHERLANDS** — Woodenware; wood novelties. Household tableware; household kitchenware. Estab. 1949, staff 4, auth. capital fls. 75,000, paid in 15,000, annual sales fls. 1,000,000. Recommend transactions on secured basis. Reply to D. Ruiters, Mgr., D. Ruiters Agenturen BV, Poortstraat 22, Utrecht, Netherlands. Tel. 030-718714.

### Pottery, related products

**3262014—WEST GERMANY**—Seeks direct sale for re-sale for vitreous china & porcelain china & porcelain table & kitchen articles for household use. Quote only cost & freight Rotterdam or Hamburg. Estab. 1774; employs 2,600; annual sales DM 1.6 billion; financial ref.; Dresdner Bank, West-Deutsche Landesbank & Commerzbank, all 4400 Muenster. Reply to—Herr Hartmut Rawe, Dir., Hatra Handelsgesellschaft mbh, Loddenheide Roesnerstr. 7, 4400 Muenster, Germany. Tel. 0251-65404; telex 892450.

**3262014—AUSTRALIA**—Household tableware of vitreous china & porcelain. Imports wide variety of products & seeking to expand range. Any electrical goods must be suitable for 240 volt & 50 cycle system. Requests brochures & info. Reply to—R. Mason, Partner, Crosslands Agencies, 26 Amalfi Dr., Isle of Capri, Queensland 4217. Tel. 075 386100.

### Heating apparatus, plumbing fixtures

**3433313-30 — NETHERLANDS** — Gas boilers & radiators, cast iron. Estab. 1918, staff 500, auth. capital fls. 1,000,000, paid in 500,000, annual sales fls. 100,000,000. Subject has 2 subsidiaries: A.M.G. in Aachen, W. Germany, & Plieger Sprl, Eupen, Belgium. Moderate open account trading warranted Reply to P. Van Der Hoef, Mgr., Plieger BV, P.O. Box 10, Koxkampseweg 6, Zaltbommel, Netherlands. Telex 50242; tel. 04180-8222.

### Special industrial machinery

**3551425—BELGIUM**—Important producer of baking ovens, large importer of all types of food processing, packing & wrapping machines, wants to distribute U.S. can & jar fillers, especially for jam & fruit preparations. Claims net worth 200 million BF. Reply to—Mr. Van Sas, Mgr., Ateliers H.M.S. Reunis Division Ooms, Heirbaan 60, 2610 Mortsel, Belgium, Cable ATELOOMS ANTWERP; telex 33072; phone 031/49 58 34.

### General industrial machinery

**3563120-93-94, 3662680 — WEST GERMANY**—Seeks overseas distributorship for vacuum pumps (except laboratory) with high/moderate vacuum; also, metal detectors for locating underground cables & wires. Spare parts depot & repair facilities available. Estab. 1914; employs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**3592111—ISRAEL**—New carburetors for motor vehicles. Interested in carburetor parts & repair kits for U.S. & European-made automobiles. Est. annual sales $500,000. Estab. 1976. Importer & agent for automotive fuel system parts & ignition parts. Excl. rep. of Miles Master Inc. of America, Exeland, Wis., for automotive fuel pressure regulators. Banking sources report management young & active, good business morality. Sales for FY76 reportedly $100,000. Ref.—Bank Leumi Le' Israel B.M., Main Br., Tel Aviv. Reply to—Joseph Eisenberg, Mgr., Dinamor Ltd., 6 Hey Be Iyar St., Tel Aviv. Tel. 03-256701, 03-264666.

### Instruments for measurement, analysis & control

**3825213 — SWEDEN** — Oscilloscopes with large screens (11 in. diameter). Frequency 20 khz. Company intends to buy 20-25 units as trial order. Equip. requested is applicable within medical field, as instructional aids in teaching hospital. Interested in similar equip. with more than 2 channels, & with memory if available. Large & well-known agent of computing equip. measuring instruments, calculators & power units. Represents number of foreign mfrs. Turnover in Sweden fiscal year 1977 est. skr 51 million. Recommended trade contact. WTDR prepared 7/77. Reply to—Bjorn Bjornsson, Scandia Metric AB, Fack, S-171 19 Solna, Sweden. Cable METRICTRADE; telex 10766; tel. 08/82 04 00.

**3829230—FRANCE**—Displacement transducers. Small company specializing in importing & distributing electronic components. Marketing network throughout France. Represents several foreign mfrs. Reply to—Philippe Grand, Mgr., Societe Eurotron, 34 Ave. Leon Jouhaux, 92167 Antony, France. Phone 668.10.59; telex 26189.

**3829295—FRANCE**—Seeks spectrometric instrumentation for marketing network throughout France. Small distrib. co. specializing in importing electronic instruments. Represents several foreign mfrs. Reply to—M. Bourdonnais, Mgr., VG Instruments, 3 Rue Marechal De Lattre De Tassigny, 78150 Le Chesnay, France. Phone 9555120.

### Optical instruments, lenses

**3832127—BELGIUM**—Enzyme analysis instruments & automated equip., such as made by Guilford or Beckman, sought by subsidiary of U.S. hospital supply corp. that specializes in distribution & import of biological products & chemicals. Reply to—R. Vansevenant, Sales Dept., Delforge, Div. AHSC, Zellikesteenweg 30, B-1080 Brussels. Tel. 02/465.30.00.

### Manufacturing industries

**3999909—THAILAND**—Seeks excl. agency for beauty salon equip., requests catalogs & prices. Reply to—Prachak Assuntajai, Mng. Dir., International Cosmetics Co. Ltd., 9/13-16 Sathupradit Rd., Yannawa, Bangkok 12. Cable INTERPIAS; tel. 2840381. Ref.: Cluett Peabody Co., Inc.

## Visiting Buyers & Officials

**NIGERIA**—Alhaji A. G. Anifowoshe of Lagos is interested in becoming an agent or distributor for the following items: **canned soft drinks, rice, block-making machinery, corned beef, dishes, pot/pans and disposable diapers.** For information contact Theresa E. Rettig, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230, 202-377-3265.

**JAPAN**—Businessman visiting U.S. December/January, seeks contact with manufacturers/suppliers of **"heart wood of walnut" logs or inner portion of walnut logs left after jaking blanks from outer portion of logs (sap wood).** Dimensions of gun stock and fore-end blanks follow: stock: length 480mm, depth 60mm, tapered from 170mm to 95mm. Fore-end: length 320mm, depth 60mm, width 65mm. For information contact Jim Nader, Room 2322, Foreign Buyer Program, Washington, D.C. 20230, 202-377-3265.

**SWEDEN**—Peter Rasmussen of Stockholm plans to be in the U.S. for 2 weeks beginning Dec. 22. He would like to add **U.S.-manufactured electrical and electronic connectors** to his present line. They should meet U.S. specs. Of special interest are EX26482; type Canon D, NAS Standard 1599. Contact Theresa E. Rettig, 202-377-3265.

**UNITED KINGDOM**—E. G. Green of Manchester is in the U.S. He is interested in meeting manufacturers of the following **textiles** for making up into a full range of clothing: corduroy drill, denims, polyester/cottons, woven cottons and knitted polyester fabrics. Contact Theresa E. Rettig, 202-377-3265.

**SWITZERLAND**—Louis Rusconi of Bern will be in the U.S. Dec. 26-Jan. 31. He is interested in meeting with U.S. manufacturers of **lighting fixtures, lamps, giftware, decoration articles.** For information contact Theresa Rettig, 202-377-3265.

**BANGLADESH**—Captain Syed Abu Nasser Mohammed Oqba, Chief Security Officer, Bangladesh National Airlines (BIMAN), is visiting the United States to purchase **airport security systems and equipment, metal detectors, and communications equipment** for Bangladesh's new Kurmitola Airport, which will open in 1979. Radio equipment required is fixed frequency airport-to-airport single sideband type. The Government of Bangladesh has funds available to purchase such equipment. Captain Oqba's responsibilities with BIMAN include security, communications and motor transport. Captain Oqba, an Army Security Officer, also serves as aide to President Zia and normally accompanies the President when he travels abroad. Interested American firms may call or write Bill Corfitzen, Rm. 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2068.

**AUSTRALIA**—P. Brockett of Sydney is interested in meeting U.S. manufacturers of **printed cotton dress fabrics** packed in cartons of ten in 300 to 500-yard rolls, each of a different design. He plans to be in the U.S. January/February. Contact Theresa E. Rettig, 202-377-3265.


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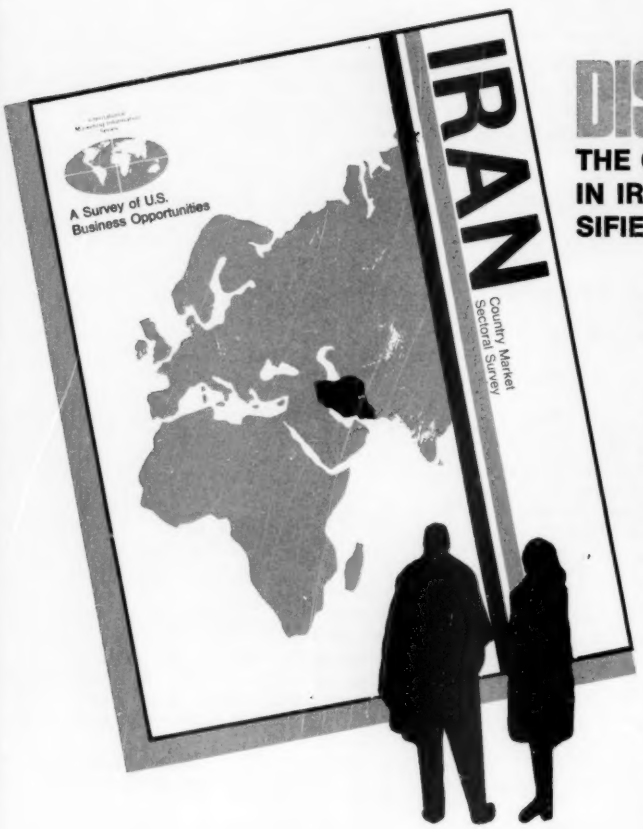


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